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The NATIONAL WOOL GROWER

VOLUME XXII

NUMBER 3

MARCH, 1932

A Plea for Our Breeding Flocks and Herds

By President Hagenbarth



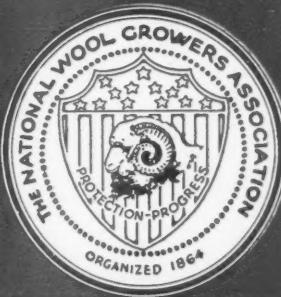
Your Problem and Mine

By Col. Charles F. H. Johnson



Use of Public Lands by Grazing Association Under Control of Interior Department

By W. S. Wade



Official Organ of the
NATIONAL WOOL GROWERS ASSOCIATION
Salt Lake City, Utah

Official Organ of the
NATIONAL WOOL MARKETING CORPORATION
Boston, Mass.

National Distribution . . .

Q During February 1932 Out of 602 Carloads, or 134,619 Head, of Fat Lambs Sold at DENVER - 324 Carloads, 53½%, Were Purchased for Movement to Points in Ohio and East.

On March 1st, a representative day, sales totaled 50 carloads, 11,381 head. Distribution was as follows:

New York City	21 cars	Chicago	5 cars
Brooklyn	3 cars	Omaha	2 cars
Jersey City	1 car	Kansas City	1 car
Philadelphia	2 cars	Los Angeles	5 cars
Cincinnati	4 cars	Denver slaughter	6 cars

**The Benefit of This Coast to Coast Demand
Was Received by Those Marketing at DENVER**

FICTION *vs* FACT

This "story" appeared in many newspapers

Fiction said that W. B. Estes, a sheep raiser near Littleton, Colorado, sold seven fine young lambs, through a commission firm, to Swift & Company at Denver. For these, Mr. Estes received, net after commission and freight charges, 75 cents.



Fiction carried this further by referring to an investigation by Department of Agriculture "sleuths" from Washington, who "discovered" that the lambs were sold to consumers for \$83.70.



And the man who complained about this added that two lamb chops purchased on a diner cost him 85 cents—10 cents more than Mr. Estes got for his seven lambs.



Facts speak for themselves. The Estes sheep were sold on the Denver market the week of July 6, 1931. The average price for good to choice lambs that week was around \$6.75 a hundredweight. Estes' aged ewes brought 50 cents a hundredweight, which in itself tells their quality. Swift & Company performs a necessary function in the marketing of livestock as meat, and does it economically. Such absurdities as the above story should not be countenanced. Swift & Company's 1932 Year Book gives accurate and attested information on this company. Your copy may be had for the asking.

The "true" story

Facts prove that Mr. Estes shipped two cull lambs and five aged ewes to Denver. Swift bought the ewes, weighing 410 pounds (so poor they sold for 50 cents a cwt.) combined with five other aged sheep, the total cost of which was \$5.30; two died, four were condemned.



Facts prove that Swift got from the four aged sheep that were left from the ten, 122 pounds of meat that sold for 3½ cents a pound, a total of \$4.27. Also that no "sleuths" ever made any investigation.



Lamb chops, the choicest cuts of the finest lambs, served in a luxurious diner, are not comparable in quality or price to the meat from aged sheep.

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The NATIONAL WOOL GROWER
Official Organ of the
NATIONAL WOOL GROWERS ASSOCIATION
and the
NATIONAL WOOL MARKETING CORPORATION

Published Monthly at 509 McCormick Building, Salt Lake City, Utah, by the National Wool Growers Association Co., Inc.

F. R. Marshall, Editor

Irene Young, Assistant Editor

SUBSCRIPTION RATES—Payment of dues in the National Wool Growers Association includes a year's subscription to the *National Wool Grower*. Dues and subscriptions are received along with state association dues by the secretaries shown below in the following states: Arizona, California, Colorado, Idaho, Montana, New Mexico, Oregon, Utah, and Washington. To nonmembers in the United States and Canada, \$1.50 per year; foreign, \$2.00 per year.

Entered as Second Class Matter, January, 1913, at the Post Office at Salt Lake City, Utah, under the Act of March 3, 1879.

VOL. XXII.—No. 3

MARCH, 1932

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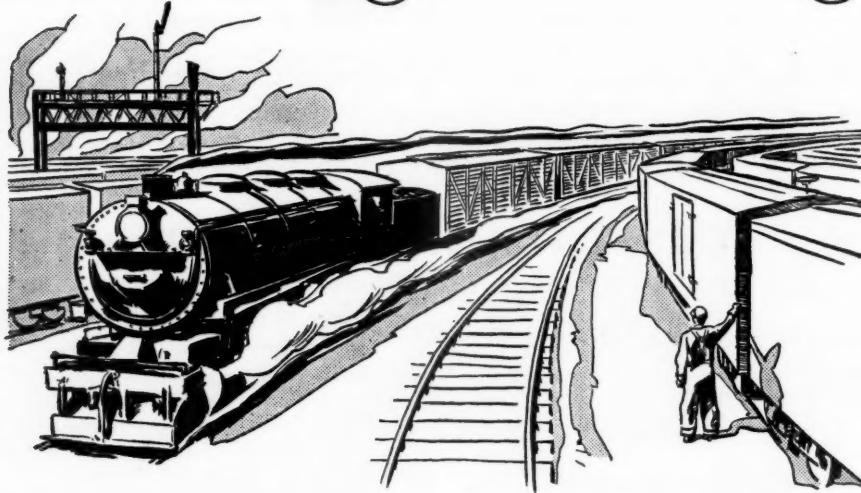
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THE Through Freight



SCENE (1931): Most any divisional railroad center in the grain and livestock belts. Long stretches of side-tracks filled with box cars—either empty or loaded with grain—waiting. For days, perhaps weeks, the scene shows little change . . . because grain and most other markets are stagnated.

On the main track a stock train thunders by. Or, if pulled up on a siding, it is only for a short stock-feeding halt or an addition to its load.

There are two reasons for this contrast. One is that livestock must be kept moving. The other is that *there is a market for meats*. Not the sky-rocketing market of a few years ago, to be sure, but a market nevertheless, which pays cash every day for whatever livestock is offered. The Armour marketing method doesn't side-track or pile up supply. It empties corn cribs, grain bins and feeding

yards, and clears the way for next year's production. There is always a responsive market for livestock.

Livestock is a great stabilizer at all times and a sure cash crop even when times are bad. And it has become so largely through the highly perfected distributing and marketing organizations of national packers like Armour and Company. Through them supply can always be steered toward the sources of greatest demand and most favorable prices. Through their experience and skill meats can be put into inviting forms that encourage consumption. Through them intensive sales and advertising efforts can be conducted to keep meats in the foreground of public acceptance. No other major product of the farm is so well fortified with efficient marketing facilities.

T. G. Lee
President

ARMOUR AND COMPANY, U. S. A.

LISTEN TO the *Armour Hour* every Friday night over 36 stations
associated with the N. B. C. Central Standard Time, 8.30 P. M.—9 P. M.

Editorial Comment on Sheep and Wool Affairs

While the wool growers' markets have not shown material improvement during the last month, general business conditions have come to a distinctly better basis.

The Hoover Program

Bank failures, which were alarmingly frequent for three months have almost ceased. Of course the weaker or less fortunate banks have gone the route but most of the failures were due to impaired confidence. This was entirely changed by the passage of the Reconstruction Finance Corporation Act and its early and energetic operation under the direction of Mr. Dawes. The next point in the President's program for restoration of business was the extension of the discounting facilities of the Federal Reserve System provided by the constructive attitude of both parties in Congress through the terms of the Glass-Steagall bill.

There can be no doubt that general confidence in

the future and in our financial institutions has been established and normal activity in commodity markets soon must follow.

Recent lamb prices have been high enough to prevent serious losses by most of the feeders. They have not been sufficient to allow recouping of losses of the *Lamb Feeders' Position* two previous seasons or to forecast a living price to the range men who raise feeder lambs. In such a market the shipper of fat lambs is also in a bad position, even with extended credit.

A great deal will depend upon the course of prices during the balance of March and in April. There is every reason to believe that the remaining supplies of fed lambs and also the new crop will be below the level of present consumer demand and the return of the market to a more competitive basis is due.

A Plea for Our Breeding Flocks and Herds

WHERE livestock production is concerned, an entirely different situation is presented than that which obtains in the status of industry generally. Breeding herds of cattle and sheep cannot be materially reduced without disaster to the grower, who can only reduce his holdings today by shipping his breeding herds and selling them for the lowest grades of meat, or for fats or fertilizer on a market which is far below the costs of production. These breeding flocks and herds are not of a quality, not fat enough, to furnish meat which is edible, and, even if they were, must be sold at prices much less than the debt with which they are encumbered. They possess, on the other hand, an intangible value, for future production purposes, greater than their meat value even under favorable conditions. Therefore, unless we concede that the livestock business is permanently doomed, the country's best interests demand that these breeding herds and flocks must be conserved; must be bridged over, so that eventually we may not be short of necessary supplies of meat and wool when normal business conditions shall again prevail. If this analysis be true, then the credit structure of this country, which presumably has been erected for the common good, must recognize the necessity of financing these breeding animals through this difficult period and thus preserve their greatest asset value.

On the other hand, industry in general may reduce its output, to meet temporary consumptive demand, and still not destroy the source of production. The process is expensive but not entirely destructive of renewed future productive capacity. Mills may be partly idle, mines may temporarily shut down, certain farm crops may be curtailed, stores may reduce their stocks of goods. In these cases, although unemployment results and commercial life slows down, yet the producing agencies all remain and are ready to go forward, largely unimpaired, whenever demand shall again warrant. Not so with the country's breeding herds. They cannot shut down or cease operations. Care and feed must be provided, taxes and interest must be paid, etc., none of which may be done at an immediate profit but all of which are necessary that one of our great industries may not perish to the ultimate injury of America's necessary supplies of food and clothing.

In order to save these flocks and herds what must be done? The facilities and capital for the purpose are available. There must be coordination of purpose and cooperation in action between such financial agencies as the Reconstruction Finance Corporation, the Intermediate Credit Banks, and the Federal Reserve System, which must discount and rediscount the paper of solvent local, national and state banks and livestock

credit corporations. This must be done without unnecessary delay, worry about "frozen credits," or undue and crippling interference of red tape. In this case the end justifies the means. The local bank in its turn must set aside the ordinary rules, which govern, and should govern, the current conduct of ordinary commercial banking which is usually based on credits of 60 to 90 days, or six months. To save the breeding herd credit conditions must be based on their natural necessities and on what we are trying to do for them. Manifestly we cannot make the breeding herds conform to the unnatural (in their case) requirements of ordinary commercial credits. We must take intangible and potential future values into account instead of immediate market liquidating values. There is no overproduction of meats or wool in this country when judged by the demands of normal American standards of living. There has been, it is true, a lower price period during the years 1930 and 1931. But are these two years to indicate permanently lower American standards of living? If the answer is "Yes," even then our flocks and herds must be saved. But if the answer be "No, America will come back," then they are doubly worth saving, and in doing so no unreasonable financial risk will be involved. The history of breeding herds since 1876 proves that they always have come back and paid their debts. They are a national resource and, from a national point of view, can and must be financially bridged over the present crisis.

F. J. Hagenbarth.

The St. Paul Commission Case

NO further decisions have been announced in the stockyards and commission cases, pending before the U. S. Department of Agriculture.

Commissions for selling livestock at the St. Paul market were to be

taken up in formal hearings announced for last month. The government audit of the commission men's books had been completed. Just before the date on which the hearings were scheduled to begin, the commission men's counsel applied for suspension of proceedings and the holding of a conference with a view to reaching an agreement with the Secretary of Agriculture as to future charges. This, it was argued, would ensure quicker action and earlier benefits to shippers.

Representatives of producers and shippers were not included in the conference. The results, if any, are not published as this issue of the Wool Grower is being printed.

The National Wool Growers Association has filed a protest against the consideration, or approval by the Department of Agriculture of a rate in excess of \$16 on double deck cars of sheep or lambs.

Hearings on Public Domain Bills

THE Evans bill, H.R. 5840, which embodies the recommendations of the President's Committee on Conservation and Administration of the Public Domain, the Colton bill, H. R. 4541, and all other measures pertaining to the control of the public lands will come up in public hearings before the public lands committees of both branches of Congress, commencing on March 15 and continuing from day to day until all witnesses have testified.

According to press announcements, Chairman James R. Garfield and other members of the President's Committee on Public Lands and the governors of the state interested in the question will be heard first. Representation of the sheepmen will be handled by the state wool growers' associations, so that each state may present its views on how these lands should be handled in the future.

There is a division of opinion as to whether or not action on this

question will be pushed at this session of Congress. The holding of hearings does not necessarily mean that such will be done. On the other hand, President Hoover's special message to Congress on February 17 dealing with the reorganization of government bureaus recommended that early action be taken on the public domain problem. Much will depend upon the effect of the views and ideas brought out during the committee hearings by those most vitally concerned with the question.

Direct Marketing in the Cooperative Plan

PRESIDENT CHARLES A. EWING of the National Live Stock Marketing Association, in the Producer for January, made this statement on the development of direct marketing of livestock and how the cooperative is coping with some of the difficulties of this procedure:

The rapid development of direct marketing indicates to most students of the subject that it is here to stay. The National Live Stock Marketing Association has recognized this trend and is lending support to cooperative associations now in the field. Heretofore practically all the marketing of all classes of animals was done on the terminal markets. The stock was sent there, and it was there that the buyers expected to find it. This gave added value to competition, but incurred the disadvantage of additional freight and additional terminal costs. Often, where the packer and the feeder can buy the stock which they require direct from the producer, it can be moved at less cost. Such stock is also fresher from the country than it otherwise would be, going through terminal markets.

To render this service satisfactorily requires that market classes and grades be established and recognized by both buyers and sellers, so that orders can be given for the kind of stock specified, with the assurance that that class of stock will be received. To this end, during the past year conferences with packers and the Department of Agriculture have been conducted, and conclusions reached in the adoption of tentative classes and grades of hogs. A conference with the Institute of American Meat Packers was also held with respect to market classes and grades of stocker and feeder cattle.

This work doubtless will be pushed to a

conclusion, not only in regard to cattle, but also in regard to sheep. The establishment of definite standard grades facilitates the operation of a national marketing program. With these grades established, it will be entirely practicable to fill orders at concentration yards, or at any other country point, for any class of stock, and send it direct to the buyer.

This whole problem of the movement of livestock direct from country points to buyers outside of the terminal markets is one which has caused the National Association much concern. The element of speculation and the lack of definite grades are the principal items to be considered. Without grades being definitely established and generally recognized, it is not possible to enter this field successfully; and, furthermore, to enter it without engaging in speculation is another problem that yet remains to be satisfactorily solved.

Yarn Prices

AN inquiry of Mr. T. H. James of Santa Ana, California, as to why the retail price of yarns should remain so high when the amounts paid for wool are so reduced was submitted to the Wool Grower recently and in turn presented to the National Association of Wool Manufacturers for reply. Mr. James' letter and the answer made by Secretary Humphreys of the Manufacturers' Association follow:

From what we read in the papers, the country is overstocked with sheep and wool. I also understand that wool on the range is the cheapest it has been in years, yet the other day I had occasion to buy some yarn and I find that not only in one store but in all of them out here the black yarn (Germantown) retails at the rate of \$6.40 per pound and the colored yarn at \$4.80.

It might be interesting to learn just what the cost per pound really is, first, in the grease, second, cleaned, and third, as colored yarn.

It seems to me that the simplest way to relieve the wool market of the overproduction would be to put the price of yarn and finished woolens at a reasonable price and in line with the price the grower is compelled to sell his wool.

T. H. James.

Reply by National Association of Wool Manufacturers

Regarding the memorandum which you sent concerning prices as referred to in a communication from Mr. T. H. James, I have tried to ascertain the cause of the high prices of (Germantown) yarn referred to by him. He states that in one store in Santa Ana, California, black yarn

Forest Grazing Fees Reduced One-Half For 1932

AFTER two years of fruitless and aggravating efforts to acquaint the Secretary of Agriculture with the facts about conditions in the western livestock industry, and with the extortionate policy of the Forest Service, the stockmen finally found a friend in President Hoover.

Following the introduction in the Senate of the Carey-Thomas resolution for reduction of grazing fees, those Senators, Carey of Wyoming and Thomas of Idaho, aided by Steiner of Oregon, Smoot of Utah, and others, drew the attention of the President to the situation, and at his direction, Secretary Hyde quickly reversed his numerous decisions and announced a cut of 50 per cent in the charges for forest grazing in 1932. This means a saving of \$1,000,000 in this year for the forest grazing permittees. It will restore confidence of bankers and other interests allied to livestock in the government's policy and in the industry. Of still greater importance, it will greatly speed up the move-

ment in lowering prices on other grazing lands held by states, railroads, and corporations and individuals.

The history of this case, since 1924, need not be recounted now. But it is reassuring and encouraging to find that after eight years of unbridled, autocratic and unsympathetic domination by a strongly entrenched government bureau, a halt has been called.

Never before, since 1905, has the Forest Service failed to dictate wholly to the Secretary of Agriculture, in whom the statutes placed complete and unlimited power over national forest matters. Secretary Hyde's repeated support of Messrs. Stuart and Rachford in their rejection of the stockmen's pleas was but further proof that the clique back of those officials was too powerful to be opposed by a cabinet officer. Now that President Hoover has cut the Gordian knot a more reasonable and sensible policy of forest grazing administration may be expected.

(Germantown) retails at the rate of \$6.40 per pound and colored yarn at \$4.80.

You may be interested to learn that knitting yarns sell now at the mill for about a dollar a pound and that there is no difference in the price between black and colored yarns. The price range at present seems to be between 75 cents and \$1 per pound.

It is fair to state that this is in bulk and from a mill, whereas the prices referred to are at some retail store where the yarn is sold probably in small skeins, but even with these conditions the spread between mill price and the prices quoted seems to be excessive.

This challenge reminds me of trade statistics that I recently saw in which it was stated that the importations of wool manufacturers had during the past year risen 400 per cent. Such a quotation seemed incredible to me because I had been watching the records of importations continuously and found the averages under the present law to be, in many instances, less than half of those under the former law. In fact, the importations of fabrics are now in total only about one-quarter of the average of the period between January 1, 1925 and 1932. On the other hand there are certain items coming in under the wool schedule which have increased in volume, notably hat bodies, and it is of interest to note that the duty upon hat bodies, after a report upon the rate by the Tariff Commission, has been reduced. It is undoubtedly true that your correspondent may have found the prices upon Germantown black yarn and colored yarn to be \$6.40 and \$4.80 per pound, respectively, but it is certain that wool manufacturers are not benefitting at the expense of the wool grower since his prices are very much nearer the wool grower's price. The wool in yarn is only part of the expense. The finer the yarn the more labor is put into the wool before it is ready to be sold as yarn. Most of these yarns are worsted yarns and it is a fact that one fiber passes several million other fibers from the time it is scoured until the time it is actually yarn and it takes labor to cause these fibers to run by others and be twisted into yarn, and it is this labor that increases the cost of yarn beyond the price of the raw wool.

Resolutions Adopted by Cattlemen

FOLLOWING is a summary of the resolutions adopted at the thirty-fifth annual convention of the American National Live Stock Association at San Antonio, Texas, January 29, 1932:

1. OLEOMARGARINE.—Requesting that Congress pass a law placing a tax of 10 cents a pound on all oleomargarine manufactured and sold, except that on oleomargarine composed of fats or oils produced wholly within continental United States tax shall not exceed one-quarter of 1 cent a pound, and asking state legislatures to refrain from passage of any legislation not in conformity herewith;

2. OLEOMARGARINE TARIFF.—Favoring adequate equalized scale of import duties on all animal, marine, and vegetable oils and fats, and on raw materials from which such are extracted, coming into competition with products produced in United States; tariff to be applied to oils and fats imported from Philippine Islands on same basis as present tariff on tobacco;

3. USE OF HOME PRODUCTS.—Urging Congress to modify present law so as to provide that only home products may be purchased by any governmental agency;

4. SECTION 15-A.—Reiterating opposition to Section 15-a of Interstate Commerce Act, and urging Congress to repeal it;

5. LONG-HAUL ROUTES.—Appealing to Congress to amend long-haul provision of Interstate Commerce Act so that it shall apply to originating carriers only;

6. STATUTE OF LIMITATIONS ON CLAIMS AGAINST RAILROADS.—Recommending that statute of limitations in all matters involving claims against transportation companies for overcharges and damages be limited to not less than two years;

7. FEDERAL FARM BOARD.—Indorsing action of Federal Farm Board in establishing cooperative marketing system;

8. GRADING OF BEEF.—Congratulating Bureau of Agricultural Economics and National Live Stock and Meat Board on success of government grading and stamping of beef, and urging extension of plan to lower grades and additional areas;

9. NATIONAL LIVE STOCK AND MEAT BOARD.—Hoping that market agencies still refusing to cooperate in collection of 25-cents-per-car assessment for activities of National Live Stock and Meat Board will change their attitude without delay;

10. POST-MORTEM INSPECTION RECORDS.—Urging immediate appropriation enabling Bureau of Animal Industry to set up system of tracing diseased animals to their source, and advocating use of post-mortem records in determining degree of tuberculosis infection in range cattle, thus avoid-

ing needless expense of present method of testing for modified accredited areas;

11. POSTPONEMENT OF MODIFIED ACCREDITED AREAS IN RANGE STATES.—Asking that no tuberculosis-accrediting work be carried on among range cattle until reports of post-mortem findings from slaughter records have determined presence of infection;

12. SENATE JOINT RESOLUTION No. 7.—Opposing S. J. R. No. 7, designed to allow states to quarantine against shipments of livestock from territory where animal disease is found to exist, when such shipments are not covered by regulations of Department of Agriculture;

13. ANIMAL DISEASES.—Commending Department of Agriculture for beneficial work in establishing cause and determining means of prevention of bovine maladies;

14. FOOT-AND-MOUTH DISEASE.—Expressing appreciation of stand taken by Dr. J. R. Mohler in refusing to misinterpret law relative to importation of meats from countries infected with rinderpest or foot-and-mouth disease;

15. PREDATORY ANIMAL AND RODENT CONTROL.—Appealing to Congress to make available at this session sufficient funds to enable Bureau of Biological Survey and co-operating agencies to put into effect ten-year program of control of predatory animals and injurious rodents;

16. GRAZING FEES ON NATIONAL FORESTS.—Favoring reduction of fees at ending of present ten-year period in 1934;

17. PUBLIC DOMAIN.—Approving report of Committee on Conservation and Administration of Public Domain, and urging its early enactment into law;

18. RECLAMATION OF ADDITIONAL AGRICULTURAL LANDS.—Calling upon government to refrain from promotion of new reclamation projects until such time as agricultural products may again be marketed above cost of production;

19. NATIONAL PARKS.—Protesting against creation of any new national parks or additions to existing parks throughout western states;

20. LIVESTOCK CREDITS.—Petitioning governing board of new Reconstruction Finance Corporation to set aside \$50,000,000 for purchase of federal intermediate credit bank debentures, thus clearing channels of credit for livestock;

21. TAXATION OF AGRICULTURAL AND GRAZING LANDS.—Holding that taxation on agricultural, and particularly grazing, lands should be speedily reduced at least 50 per cent;

22. MODIFICATION OF CONSENT DECREE.—Requesting permission to file brief as *amicus curiae* in Supreme Court of United States, in effort to secure modification of Consent Decree, so that products of packing industry may be distributed to better advantage;

23. STOCKYARD CHARGES.—Expressing

appreciation of efforts made by Packers and Stockyards Administration to protect interests of livestock industry by reducing yardage and commission charges, and urging necessity for quick action in pending cases;

24. ARMY POSTS ON MEXICAN BORDER.—Requesting government to continue army posts along Mexican border, now proposed to be abandoned;

25. INDORSEMENT OF TEXAS BREEDER-FEEDER ASSOCIATION.—Indorsing Breeder-Feeder Association of Texas stockmen and farmers, in its endeavor to broaden outlet for feeder cattle and lambs and develop more permanent system of farming.

Meeting of American and Delaine-Merino Association

THE twenty-sixth annual meeting of the American and Delaine-Merino Record Association was held at the Southern Hotel, Columbus, Ohio, January 14, 1932.

A motion was passed that the rate for premiums for 1932 should be 9 cents per record. This is a reduction of 3½ cents from the previous rate and the premium money will be distributed as usual on the basis of the number of records from each state.

The same classification is to be retained at the Ohio State Fair by pro rating the difference caused by the reduction in association money, out of the winnings of the exhibitors, which plan will be recommended to other shows.

A motion was passed that the association instruct the judge in the C type Merino class at the Ohio State Fair to exclude from the ring all sheep not complying with the standard type fixed by the association. An amendment was passed that all sheep shown in the C type Merino class at the Ohio State Fair must be passed upon before the show by a sifting committee which shall be composed of breeders of C type Merino sheep.

Officers of the association for 1932 are: President, W. M. Staley, Marysville, Ohio; vice president, N. W. Vandervort, Wilmington, Ohio; and secretary-treasurer, Gowdy Williamson, Xenia, Ohio.

Xenia, Ohio Gowdy Williamson

Feed Short in Oregon

WHILE the snow is piled high in the mountains throughout the eastern Oregon range area and is plentiful as well in the valleys assuring abundance of irrigation water for crops and moisture for grass, yet as mid-February passed and sub-zero weather persisted it was apparent that many range men would experience great difficulty in bringing their bands through to grass. The immediate problem, and it concerns many, is how to finance and locate feed to carry through this record breaking winter both as to snow fall and as to length.

Even in Klamath County, the most abundantly supplied with feed of any county in the state when it went into the winter, now reports that there will be barely enough hay to get them through and in some instances individuals are short of feed. In south-central Oregon including Lake and Harney counties, perhaps the condition is the most serious. East of Lakeview in the Camas and Deep Creek water shed which drains to the Warner Lakes dried up in recent years, there is snow and ice to a depth of 42 inches with a water content of 10.6 inches, which indicates that most of these lakes may again be brimful in 1932.

While for the most part sheep which were wintered on the desert with browse and supplemental feeding of concentrates have come through thus far in pretty good shape, it is the prediction of many that the long winter will have had a telling effect and that spring loss will be abnormally high.

In western Oregon lambs begin coming in January, and many pastures are full of them by mid-February. Continued cold weather, however, made grass slow to start. Present indications are, however, that farm flock ewes in western Oregon will lamb about a normal crop. The warm days of late February brought on grass rapidly and gave promise of a good start. Corvallis, Ore.

W. L. Teutsch

Shearing Rates

AT the state conventions held in January the following rates for shearing were agreed upon:

IDAHO—8 cents per head and to pay their board. Plant owners to get 4½ cents. If grower furnishes everything and boards shearers, 7 cents per head.

MONTANA—In Beaverhead and Madison Counties, 7 cents per head; for rest of state, 8 cents per head.

OREGON—8 cents per head with board, or 10 cents per head without board; 1½ cents per head for tagging.

UTAH—8 cents per head and board.

Contracts made in Idaho for the early shearing are reported to be in line with the rates adopted at the convention.

"Go East, Young Coyote, Go East!"

THE above is the title of an article appearing in the January 16 issue of the Literary Digest. In reports the story in the Baltimore Sun Magazine of the devastation recently wrought in the poultry farms surrounding that city and the final discovery that none but a familiar western figure, the coyote, was at the bottom of the killings. Miss Salamanca, the author writes:

"His (the coyote's) appearance in this section of the country has aroused the farmers and city dwellers to a cry for relief. It seemed a needless destruction—a wanton bit of extermination to wipe out this cunning creature of the prairies and plains. But the sly old coyote was far from eastern chicken coops or southern yards at the time.

"When he trekked eastward and descended upon eastern ducks and turkeys or southern sheep and cattle, that was, indeed, another matter. From New York State, from Maryland, from Alabama, Georgia, and Florida came stories of coyotes. All the old arguments against the 'wanton destruction of America's wild life' were indeed forgotten, and farmers from every corner of the country thought only of meeting this new condition before more stock could be slaughtered."

The enlargement of the domain of the coyote to include the eastern and southern portions of the United States is laid in some instances to travelers returning from the West with coyote pups as pets, but largely, especially in the South they have come in as "fox puppies" for the fox hunts. As a result they have furnished excellent hunting, but mainly at the expense of the farmers and the government.

Further Reductions in Feed Charges at Stockyards

THE following list of changes in feed charges made at a number of the leading markets was furnished on February 20 by Dr. J. R. Mohler, chief of the Bureau of Animal Industry:

St. Joseph, Mo.

Corn reduced from \$1.10 to 95 cents per bushel measure, effective February 7, 1932.

Sioux City, Iowa

Corn reduced from \$1.10 to 95 cents per bushel, effective February 6, 1932.

Omaha, Nebr.

Alfalfa hay reduced from \$1.625 to \$1.375 per hundredweight; corn reduced from \$1.10 to 95 cents per bushel measure, effective March 1, 1932.

Chicago, Ill.

Corn reduced from \$1.25 to \$1.15 per bushel measure; tame hay reduced from \$1.85 to \$1.65 per hundredweight, effective February 6, 1932.

Kansas City, Mo.

Corn reduced from \$1.10 to 95 cents per bushel, effective February 15, 1932.

Wichita, Kans.

Prairie hay reduced from \$1.25 to \$1.10 per hundredweight; corn reduced from \$1.30 to \$1.20 per bushel, effective October 6, 1931.

Corn reduced from \$1.20 to \$1.00 per bushel, effective March 1, 1932.

Denver, Colo.

Prairie and alfalfa hay on fence reduced from \$1.40 to \$1.30 per hundredweight; prairie and alfalfa hay fed reduced from \$1.50 to \$1.40 per hundredweight; corn reduced from \$1.20 to \$1.10 per bushel, effective October 1, 1931; corn reduced from \$1.10 to \$1.00 per bushel, effective February 22, 1932.

Seattle, Wash.

Wheat increased from \$2.00 to \$2.25 per hundredweight, effective December 3, 1931.

Alfalfa hay reduced from \$1.50 to \$1.30 per hundredweight, effective December 21, 1931.

The New Mexico Convention

THE New Mexico Wool Growers Association held its twenty-ninth annual convention in Albuquerque on February 4th and 5th.

In spite of the fact that many of the sheepmen were unable to attend the meeting because of the heavy snows on their ranges, to say nothing of financial conditions, there was a good attendance of wool growers and the usual representation of associated interests.

The delegates were welcomed to the city by the Honorable Mayor Clyde Tingley, who also invited them to return to Albuquerque in 1933. Mr. Frank A. Hubbell, Jr., responded to the Mayor's "Welcome."

In his annual address, President Floyd W. Lee stated that lower taxes and long-time loans through President Hoover's Reconstruction Corporation are necessary to the sheep industry. In addition to stabilizing finances of the industry, President Lee recommended support of the National Association's tariff program; ceding of the public domain to the state; the appointment of committees of three in each county to represent the wool growers at budget hearings, and opposition to the extension of forest lands by the Forest Service, thus depriving the state of more land.

Hon. Frank J. Hagenbarth, president of the National Wool Growers Association, sounded a keynote of optimism with the prediction of higher prices for lambs and wool, and a brighter business outlook in all lines this year. He pointed out that the present tariff on wool should be retained since wool consumption in the United States is greater than the supply and the next two years will see the importation of much wool from foreign markets; he told of the work that has been done in endeavoring to secure a reduction in forest grazing fees; he criticized the rates charged by commission firms and the methods of distribution now employed by packers; loss

of bloom, in addition to shrinkage, resulting from shipment over long distances, has cost the sheepmen millions of dollars each year—quality lambs are not bringing quality prices, and production of quality lambs is discouraged. He stated that if lambs are slaughtered nearer points of origin, this would materially help in solving the problem. President Hagenbarth also discussed the National Wool Marketing Corporation and what it has meant to the wool growers; he stated that "the wool growers have erected a monument to themselves for all time."

Mr. Paul Draper, now manager of the sales department of the National Wool Marketing Corporation, outlined the plans of the Corporation for the present year. He stated that out of the 6,100,000 pounds of wool shipped by members of the New Mexico Cooperative Wool Marketing Association during the year, only about 2,800,000 pounds is left to be sold. He stated that the price of wool is high now in comparison to other agricultural commodities, and that credit for this is due to the National Wool Marketing Corporation.

Mr. George W. York, president of the New Mexico Cooperative Wool Marketing Association, discussed the benefits to be derived from belonging to the "Co-op" and presented a chart to back up his contention that the New Mexico Cooperative Wool Marketing Association is bringing better prices to the wool man. Mr. L. A. McRae, secretary of the New Mexico "Co-op," aided Mr. York in the presentation of the chart.

Col. Edward N. Wentworth, director of the Bureau of Public Relations of Armour & Co., advocated a continuance of the "Eat-More-Lamb" campaign, and stated that through advertising the consumption of lamb has increased gradually.

The public domain question was very fully covered by Mr. Francis

C. Wilson, a member of the President's Public Land Commission.

The tax question in New Mexico was discussed by Mr. Rupert F. Asplund, director of the New Mexico Taxpayers Association and by Mr. Byron O. Beall, chief tax commissioner of the State of New Mexico.

The methods used and the results obtained in the "Eat-More-Lamb" campaign which was conducted a short time ago in Omaha, Nebraska, were covered by Mr. Erle M. Racey of the firm of Tracy-Locke-Dawson, Inc., which firm handled this campaign.

Mr. Walter M. Connell, president of the Sheep Sanitary Board, spoke briefly and Mr. George W. Armijo, secretary of the board, gave a report of its activities during the past year.

At the conclusion of the meeting on Friday afternoon, a very interesting wool film, entitled "Wool Marketing and Manufacture" was shown.

At the business session held after the adjournment of the convention, the following officers were elected: Floyd W. Lee of San Mateo, president; E. L. Moulton of Albuquerque, vice president, and Isabel Benson, secretary.

Albuquerque was selected as the meeting place in 1933.

A resume of the resolutions adopted at the convention follows:

1. Opposition expressed to any changes in present tariff on wool, sheep or meat products.

2. Extension on payments of principal amounts on lands sold by the state on partial payments asked for.

3. The cooperative policing of stock driveways to prevent their use for any other purpose than that for which they were withdrawn urged.

4. The Evans bill for the control of the public domain endorsed.

5. Disapproval given to all bills seeking to increase the areas of the national forests.

6. Reduction of 50 per cent in grazing fees asked for and that they be stabilized at materially below the present basis.

7. Urged the branding of carcasses and wholesale cuts of lambs by packers.

8. Reiterated approval of modification of Packers' Consent Decree to permit packers to prepare, distribute and sell all food commodities.

Around the Range Country

Wyoming

During the month there was much cold weather, and considering the continuous snow cover, conditions were rather hard on livestock, and losses were reported regularly until the closing week, among older, weaker animals. The last week was the most favorable of the winter, temperatures ranging as much as 20 degrees above normal, over eastern counties. This carried away the general snow cover from the lower country everywhere excepting the western portion. Livestock have improved, though ranges continue poor and feeding has continued to be necessary nearly everywhere.

Savagetown

The first half of February was bad, all stock showing heavy shrinkage, but since the 20th we have had four days of Chinook wind and now (the 24th) the snow is going fast. Grass has been very short on the range all winter, the poorest, in fact, since 1919-20. All stock, both cattle and sheep, are on cake or corn, no hay. Alfalfa hay can be purchased at the railroad at \$14 to \$16 a ton.

There will be a heavy death loss in aged ewes and a smaller lamb crop this spring than usual. There is no shed lambing done here.

We have had the smallest loss in years from coyotes, strictly due to the efforts of the government trap-pers.

The financial situation is bad—look to see heavy shipments of ewe lambs again this fall. Lots of herds will be composed of 4 and 5-year-old ewes and older.

No government lands are available here for grazing. Most stockmen here favor the ceding of government lands to the state to be disposed of as it sees fit. There has been a 25 per cent reduction in the cost of grazing leases on state lands and

THE notes on weather conditions, appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications of that bureau for the month of February.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.

from 10 to 15 per cent in private lands.

A. J.
Armito

Lots of snow, and feed is now covered (February 20). Nearly all of the sheep are being fed. Baled hay is costing from \$15 to \$20 a ton.

The number of ewes to lamb this spring is about the same as a year ago. So far the results of early shed lambing have not been very good.

Coyotes are quite troublesome.

We do not think the public domain has deteriorated much in recent years.

Armito Sheep Co.

Montana

Livestock have been in fair to good condition and largely on feed in all parts of the state during the month. More or less cold weather prevailed, with some snows that were rather severe on livestock; but the last week was like spring, with some record breaking high temperatures. The ground is now bare generally east of the Continental Divide, where livestock are now largely on open range, subsisting in large part on native forage. Feed supplies have been short in a few places.

Meredith

February was a nice open month, but as yet there is no grass on the range. All of the sheep are being fed both hay and grain.

A good many of the ewes have been shipped out and therefore we won't have so many lambs as in previous years.

There has been some deterioration in the grazing on the public domain, but we do not favor any change in the method of handling it.

More coyotes than usual; don't know why.

J. J. Ashley.

Miles City

Zero weather has prevailed during February and all stock are being fed (February 24). There is no winter range as a result of the past two very dry years. Hay is \$14 a ton in the stack.

Not so many ewes to lamb as in 1931.

The range is now nearly all in private hands. There has not been any deterioration in the grazing on the public domain, except that due to lack of moisture.

H. D. Arkwright.

Brady

The weather has been good here (February 7), but haystacks are diminishing. Some fine grass is coming along, however.

Coyotes have decreased in number on account of constant hunting for the furs.

Overstocking, coupled with dry years, has had a bad effect on the range. State land leases here appear too high compared with selling prices.

Ivar Aabak.

Idaho

The feeding season has been more prolonged than for many years, because of general snow cover and excessively cold weather. Feed supplies were not abundant and were dif-

ficult of distribution where snow was deepest. As a consequence livestock have deteriorated steadily, more especially over the southeastern portion, where numerous losses have occurred. Grass has greened slightly in the last week, and conditions have appeared somewhat improved generally, though livestock are still in rather poor condition in much of the state.

Washington

Cold weather with frequent snows, or rains in the warmer counties, was rather detrimental to livestock, necessitating rather heavy feeding, and causing some deterioration, and a few losses. Later in the month the snow layer melted rapidly over the middle and eastern portion, relieving conditions among livestock appreciably. Some record breaking maximum temperatures occurred in the eastern portion, causing some flooding from melting snows, but forcing an appreciable growth of grass in the more favorable locations.

Grand Dalles

We had plenty of feeding and frost until February 20, but now (February 26) it is very warm and the feed is growing fast. One week more of this weather and the grass on the range will be good. All of the sheep were fed more or less for three months; now most of the feeding is over.

I think there are about 10 per cent fewer ewes to lamb this spring. Shed lambing started about the 20th.

All the land around here is privately owned and fenced. Cuts in land leases have been made from one-third to a half.

The last two years have seen quite a decrease in coyote numbers. Do not know the cause of this unless it is that the steady trapping and poisoning have at last showed results.

Leo F. Brune.

Walla Walla

This has been a long cold winter, but the prospects are for the best grass year yet. Snow covered the range three-fourths of the time and

all the sheep were fed. Hay in the stack is selling at \$7 and \$8 a ton.

A few early shed lambing outfits report good results. I think the ewe bands generally are of the same size as a year ago.

E. C. Burlingame.

Enterprise

At this time (February 26) the snow is two feet deep and there's no feed for the sheep. The winter range is very poor. Hay can't be bought and none of the sheep are being fed. About 75 per cent of them went down into the Dixie country.

In the past some early lambing has been done, but not any this year. Believe the number of ewes to lamb is reduced by about 25 per cent.

Deterioration in grazing on the government lands outside of the forest has been due to drouth conditions, and most of the stockmen do not favor any change in handling it.

The trouble from coyotes is just about the same as in previous seasons.

Leroy Adams.

Oregon

Most of the month was rainy in the western portion, and snowstorms were frequent over the eastern portion, increasing the consumption of hay considerably, and resulting in more or less loss, especially among early lambs. The weather averaged comparatively cold. The last week was quite mild by comparison, breaking some February records locally, and decreasing the snow cover materially over the eastern portion, and improving the condition of livestock, especially lambs.

Cove

Feed is scarce here and winter weather is still with us. All the range sheep are fed hay and it is costing \$12 a ton now.

Yields from early lambing have been good, but the proportion of single lambs is larger than usual. The breeding ewes are reduced by about 25 per cent from last year's numbers.

Roy J. Baker.

La Grande

February brought a lot of stormy weather, blizzards, etc. Hay is becoming scarce (\$13 in stack and \$16 baled) and there is no outside range. All of the sheep are being fed hay with 10 per cent grain at lambing time.

The early lamb yields are about 90 per cent in comparison with the average of 110 per cent.

I believe there has been a 30 per cent deterioration in the public domain both in quantity and quality. The stockmen of this community are divided as to how it should be handled between federal and state control.

Coyotes are more troublesome; the record snowfall following a dry summer must have driven them in.

H. G. Avery

Westfall

The past month was a cold one and required lots of feeding. Range conditions are now (February 23) very bad. Hay in the stack is priced at \$9 a ton.

About the same number of ewes are to be lambed this season; reports from some of the early lambing are good.

No change in the method of handling the public domain is thought desirable by the sheepmen around here. There has been some falling off in the condition of the public lands.

J. R. Arrien.

California

This was a very beneficial month of fine weather suitable for the advancement of spring forage growths and the production of new forage grasses and browse. Moisture has been abundant, and livestock everywhere have done very well, though there was a considerable early mortality among young lambs, because of inclement weather. The last week was one of bright, dry weather pretty generally, and showed a gradual improvement in livestock and pasture conditions.

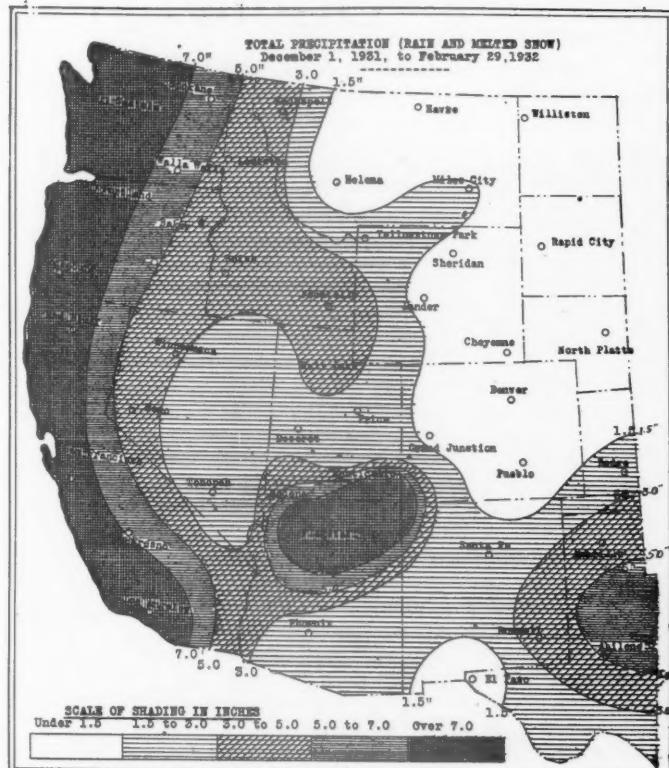
(Continued to page 43)

The Winter's Moisture Record

Excess and Deficiency of Moisture at Various Points

Precipitation on western livestock ranges during December, 1931, and January and February, 1932, with departures from normal for 3 months and for 6 months.

	Total Amount	Three Months' Excess or Deficiency	Six Months' Excess or Deficiency
WASHINGTON:			
Seattle	14.07	+0.64	-0.28
Spokane	6.69	+0.53	+0.65
Walla Walla	6.21	+0.38	+0.75
OREGON:			
Portland	16.61	-2.23	-0.63
Baker City	4.86	+0.50	+0.37
Roseburg	11.91	-3.38	-3.50
CALIFORNIA:			
Red Bluff	10.31	-2.86	-5.37
San Francisco	15.47	+3.05	+2.74
Fresno	6.32	+1.71	+1.61
Los Angeles	14.22	+5.34	+5.54
NEVADA:			
Winnemucca	3.30	+0.25	-0.04
Reno	4.65	+0.91	+0.90
Tonopah	1.61	+0.22	+1.16
ARIZONA:			
Phoenix	2.97	+0.38	+2.09
Flagstaff	9.02	+1.84	+3.57
NEW MEXICO:			
Santa Fe	2.17	-0.02	+3.52
Roswell	3.20	+1.42	-2.19
TEXAS:			
Amarillo	3.25	+1.09	+0.53
Abilene	6.76	+3.40	+10.64
Del Rio	3.06	+1.22	-4.16
El Paso	1.15	-0.25	-0.92
San Angelo	5.20	+2.10	+0.70
MONTANA:			
Helena	0.98	-1.35	-2.12
Kalispell	3.55	-0.61	+1.64
Havre	1.07	-0.79	-2.30
Miles City	1.67	+0.13	-0.94
Williston, N. D.	1.36	-0.19	-1.29
IDAHO:			
Lewiston	3.72	-0.60	-1.35
Pocatello	3.91	0.00	+0.61
Boise	3.96	-0.82	-1.46
UTAH:			
Deseret	1.88	-0.08	-1.08
Richmond	7.26	+1.41	-0.36
Salt Lake City	3.68	-0.63	-1.32
Modena	3.37	+0.71	+2.03
Castle Dale	2.28	+0.13	-1.04
Monticello	8.23	+3.37	+5.13
WYOMING:			
Yellowstone Pk.	2.67	-1.81	-2.44
Sheridan	1.61	-0.58	+0.97
Lander	0.99	-0.92	+0.32
Rawlins	2.18	-2.12	-2.20
Border	3.73	+0.30	+0.19
Cheyenne	1.09	-0.55	-1.01
Rapid City, S. D.	1.37	-0.02	-1.20



No. Platte, Neb... 0.95 -0.52 -2.07
COLORADO:

Denver	0.55	-0.55	-1.70
Pueblo	0.16	-1.14	-1.64
Grand Junction	1.27	-0.57	+1.24
Dodge City, Kans.	2.12	+0.34	-1.02

General Winter Summary

HEAVY precipitation excesses have accumulated during the winter along the entire Pacific Coast, being greatest in the western half of the coast states, and diminishing toward the eastward rapidly. From the Sierra summits to the Continental Divide, or over the Great Basin generally, the winter moisture supplies have totaled near normal as a general rule. It was very much heaviest in northern Arizona; but along and to the east of the Continental Divide the winter's supply of moisture has been more or less decidedly below normal from the Texas panhandle northward. But in

central Texas heavy rains occurred.

The statistics in the accompanying table show that most states west of the Continental Divide had comfortable excesses, many of them having accumulated good moisture supplies in the late autumn; but areas to the east of the Continental Divide have been more or less deficient in moisture for the past six months, as well as for the past few years. The consequent prospects are that the more westerly states should have a good spring range as far as moisture is concerned, even though deficiencies occur through the spring.

December was the wet month in Utah, the general snow layer having come early in November, giving livestock a bad start. Similar conditions prevailed in much of the rest of the West, though a few sections, more especially Arizona and southern Utah had heavy rains in February, causing floods.

Enthusiastic Audiences See Lamb Demonstrations

Intensive Program in Chicago—Campaign Launched in the Mississippi Valley

By R. B. DAVIS



The lamb cutting demonstration was presented before this record audience of 15,000 housewives at the Chicago Daily News Cooking School in the Chicago Stadium on February 2. Making of many of the cuts brought thunderous applause.

THINGS certainly are popping, as the old saying goes, so far as the Lamb Campaign is concerned.

During the last few weeks there has been an intensive and very remunerative program in Chicago and now the scene of action has shifted to the South where the opening gun has been fired for a campaign destined to cover the entire Mississippi Valley in the next four months.

The program in Chicago and that just launched in the Mississippi Valley serve as evidence that the movement on behalf of lamb is steadily forging ahead. The Chicago program established a high record for number of housewives reached in a single city through four meetings. The Mississippi Valley project perhaps is the most ambitious single undertaking since the lamb work

started in 1927. It is being financed by the Colorado-Nebraska Lamb Feeders Association.

Campaign Launched in New Orleans

Activities are now in full swing in the Mississippi Valley campaign. The campaign was launched in New Orleans, La., on February 15. An intensive program was held in that city from the 15th to the 25th, with Gulfport, Miss., Biloxi, Miss., and other cities following on the list. The itinerary will include nearly fifty of the principal cities of the valley from Louisiana to northern Minnesota.

Demonstrations are being held for packers and salesmen, retailers, chain store organizations, housewives, students and teachers, and other groups.

The Mississippi Valley was selected for this intensive campaign in view

of the small amount of lamb consumed in this section. The consumption is only about four pounds per capita and it is the object, of course, to bring this to a higher level.

Louisiana University Cooperates

The Louisiana State University is cooperating in conducting the work not only in its own state but also in Mississippi. Prof. J. B. Francioni, Jr., in charge of the meats department at the university, is active in making local arrangements and will lecture on lamb in all of the cities visited in those two states. The close cooperation of other state universities in the territory to be covered is expected as the work progresses.

The itinerary up to the last of April is as follows:

February 15-25 _____ New Orleans, La.
 February 26 _____ Gulfport, Miss.
 February 27-29 _____ Biloxi, Miss.

March 1-4	Mobile, Ala.
March 5-7	Baton Rouge, La.
March 8-9	Alexandria, La.
March 10-11	Meridian, Miss.
March 12-15	Jackson, Miss.
March 16	Vicksburg, Miss.
March 17-18	Lake Charles, La.
March 19-22	Shreveport, La.
March 23	Texarkana, Tex.
March 24-25	Pine Bluff, Ark.
March 26-29	Little Rock, Ark.
March 30-April 1	Memphis, Tenn.
April 2-4	Jackson, Tenn.
April 5-8	Nashville, Tenn.
April 9-11	Paducah, Ky.
April 12-13	Jefferson City, Mo.
April 14-15	Sedalia, Mo.
April 16-18	Columbia, Mo.
April 19-20	Hannibal, Mo.

Intensive Program in Chicago

It was necessary to spend practically the entire month of January in Chicago in order to handle the program of promotional work developed there. And it was time exceptionally well spent as shown by the results accomplished.

The lamb demonstration was given before audiences aggregating more than 30,700 housewives. Meat specialists from ten state universities and colleges were trained in the art of making the modern lamb cuts so they will be in a position to carry on the work in their own states. The attractiveness of lamb and the advantages of using all cuts were forcefully brought to the attention of throngs in Chicago's loop through attractive window displays on two of the city's busiest streets.

The first major project in the city was made possible through the cooperation of the Boston Store, one of the leading department stores in the loop. Max O. Cullen, the lamb demonstrator, was invited to appear on the program of the annual cooking school sponsored by the store. Preliminary to his appearance at the cooking school, Mr. Cullen demonstrated the modern lamb cutting methods for the store's meat cutters, upon the request of the management, and installed an attractive lamb window display.

Thousands View Window Display

The animated lamb chart was the central figure of this display. In addition to showing an actual carcass of lamb and the modern cuts on the chart, cuts were arranged in the window around the chart in attractive fashion. The display was viewed by literally thousands of shoppers.

It was the third year that a lamb demonstration had been given on the program of the Boston Store Cooking School. The first year demonstration work in another section of the country made it impossible for Mr. Cullen to be present. But the program was handled with complete satisfaction, thanks to the ready co-operation of Prof. C. W. McDonald of Iowa State College. Professor McDonald's assistance in giving that demonstration is typical of the splendid way in which a number of meats specialists in the colleges are working hand in hand with the sponsors of the lamb campaign.

More than three thousand women crowded into the cooking school auditorium for the lamb demonstration this year. The room was full to overflowing. Extra chairs were

brought in and scores of women stood throughout the program. The writer saw many others turned away.

Keen interest was shown throughout the demonstration but the most convincing proof that the women were really interested and intended to take advantage of the many possibilities of lamb revealed to them by Mr. Cullen came at the close of the program.

Creates Heavy Demand for Lamb

Just before the school was dismissed announcement was made that the lamb cuts such as made in the demonstration were available at the Boston Store market for those who wished to purchase them. The hall had been cleared and Mr. Cullen was busy packing his equipment when the manager of the market came rushing in.

"We're simply swamped in the market," he said. "I would appreciate it a lot if you could come down and help us out. There are at least 500 women milling around in front of the meat counter trying to buy mock ducks, cushion style shoulders, and the other lamb cuts." For the



Retailers of New Orleans learning, by actual experience, how the modern lamb cuts are made. Forty-two attended this cutting school which was held on February 23 as one of the early features of the Mississippi Valley lamb campaign. Max O. Cullen, demonstration specialist is shown, holding the mock duck, on the platform in the rear. Schools such as these are proving of unlimited value in promoting the sale of lamb.

next two hours Mr. Cullen cut lamb to help out in the rush.

Upon the invitation of the management of Stop and Shop, one of the finest food markets in the country, Mr. Cullen demonstrated before its meat cutters, clerks, and telephone operators. His demonstration was so well received that he was asked to give it during business hours for the customers in the market. He also decorated a special lamb window. The fact that the market is located in the busy loop district made these efforts very profitable toward stimulating a new interest in lamb.

The feature of the January demonstration work which was by far the most productive of results from the standpoint of numbers reached was that carried on in connection with the monster Chicago Daily News Cooking School. This cooking school is conducted annually by Miss Jessie De Both, eminent home economist, and attracts thousands of Chicago housewives.

Agree to Try Lamb Feature

Considerable difficulty was experienced in securing a place for the lamb demonstration on this program. Not knowing anything about the demonstration, both the Daily News management and Miss De Both naturally visualized it as just an ordinary display of cutting and were skeptical as to whether it would add anything of value to the school. And they argued, too, that the time already was rather full.

Eventually, however, the News and Miss De Both agreed to include the demonstration on one school program. Mr. Cullen appeared at one of the south side sessions held at the Trianon ballroom. A capacity audience of 6,000 was present and the demonstration proved to be nothing short of a sensation. Miss De Both and the newspaper representatives were highly pleased and at once invited Mr. Cullen to appear at the north side school which was to be held in the Aragon ballroom and at the west side school in the Chicago

stadium. The attendance on the north side was approximately 6,700 and on the west side 15,000. The larger crowd on the west side is explained simply by the fact that the seating capacity of the stadium is much larger than that of either of the two ballrooms. At every session in the ballrooms hundreds of women were turned away, showing that the attendance would have been larger had there been adequate accommodations.

The fact that the demonstrations were requested for sessions of the Daily News School in the different sections of the city after so uncertain a beginning was in itself evidence that Miss DeBoth saw real educational value in the program. She went even farther, however, and supplied a complete itinerary of her schools in other cities for months to come, with the request that demonstrations be provided wherever possible.

Two Demonstrations in St. Louis

During the Chicago program two flying trips were made to St. Louis to take care of requests for demonstrations. One of these, for the Red and White Stores organization, was handled by Mr. Cullen and the other, for the Producers Live Stock Commission Association, by Prof. W. J. Loeffel of the University of Nebraska.

It was the second time that the Red and White Stores had paid Mr. Cullen's railroad fare from Chicago to St. Louis in order that their employees might see the demonstration. Two hundred men attended the meeting which was held in the Jefferson Hotel.

Of special importance in the recent work on behalf of lamb was the meat cutting school for college faculty members held in Chicago. An entire week was devoted to intensive training of these men in the modern methods of meat cutting, with lamb being accorded a goodly share of the attention.

Representatives from ten state universities and colleges attended.

They were Prof. F. C. Olson of the University of Illinois, Prof. C. W. McDonald of Iowa State College, Prof. D. L. Mackintosh of Kansas State College, Prof. J. B. Francioni, Jr., of Louisiana State University, Prof. P. A. Anderson of the University of Minnesota, Prof. R. S. Glasscock of the University of Missouri, Prof. W. J. Loeffel of the University of Nebraska, Prof. A. L. Severson of North Dakota Agricultural College, Prof. R. O. Roth of Ohio State University, and Prof. F. U. Fenn of South Dakota State College.

Colleges in 21 States Reached

This was the third school of the sort conducted by the National Live Stock and Meat Board. The first one was held at Ohio State University in September of 1930 and the second at Massachusetts State College a year later. Representatives from 21 state universities and colleges now have received the instruction, the list including, in addition to those at the recent Chicago school, the states of Maryland, Massachusetts, Michigan, Pennsylvania, Kentucky, North Carolina, West Virginia, Georgia, Connecticut, Virginia, and New Hampshire.

Training of the college men through these schools, in the methods of cutting lamb means a great deal to the lamb campaign. The fact alone that the work is indorsed by educational institutions is enough to assure a greater success than otherwise could be expected. Active participation of the college men makes possible a material expansion of the activities. Instead of one man in the field conducting lamb demonstrations and spreading facts about lamb, the sponsors of the campaign have a number who are doing this work. These college men are utilizing the information assimilated at the schools in teaching their meats classes; they are conducting lamb cutting demonstrations in their respective states as a feature of their extension work; and their services are available, without expense to the lamb campaign, for demonstrations

that cannot be handled by Mr. Cul-
len on account of conflicting dates.

The keen interest of the men was clearly shown at the Chicago school. They worked from 8 o'clock in the morning until 5:30 in the afternoon throughout the week, with two or three night sessions in addition. In cutting lamb, for example, Mr. Cul-
len, who served as instructor, first demonstrated in every detail how the cuts are made. The men then were called upon to make the cuts themselves. They were taught the technique of conducting an actual demonstration, not overlooking the question of the lecture which accom-
panies the cutting. Furthermore they were given instruction in how to plan and set up a lamb exhibit so will be in a position to handle this sort of work at the state fairs or other expositions in their own states.

College Men Active in Demonstration Work

A number of the college men have been active for some time in the lamb demonstration work. Two examples have been given in this article of demonstrations they have conducted—one by Prof. C. W. Mc-
Donald of Iowa State College and one by Prof. W. J. Loeffel of the University of Nebraska. There have been many others, too numerous to mention here.

All of the men were highly pleased with the program and every one of them expressed himself emphatically as to the value of the instruction given.

"In the early days of the meat demonstrations my impressions were like those of many others," said Prof. W. J. Loeffel of the University of Nebraska. "I felt they were an inspiring entertainment feature which required so high a degree of skill that no ordinary mortal could ever attain. The present meat cutting school dispels those old ideas. The cutting demonstrations instead of being hopelessly complex are exceedingly simple. The average meat man and meat retailer, with a little practice, can become reasonably ex-

pert in making the cuts. I feel cer-
tain that the presence of a trained group of men throughout the United States, capable of giving intelligent information, will increase the influence of this work many fold. There will be more demon-
strations and better demonstrations and a material saving in traveling expense will be effected. For my-
self, I appreciate the opportunities

placed at my disposal. I feel con-
fident that my effectiveness in the class room, in the laboratory, and on the demonstration platform has been increased as a result."

Professor Loeffel's attitude was typical of the others. Their expres-
sions left no doubt that they will serve in the future as valuable allies in the work to give lamb its just dues.

An Effective Way to Advertise Lamb

By W. P. WING
Secretary, California Wool Growers Association

AN effective way in which to ad-
vertise the proper use of the lamb in the diet, the nutritive value of lamb, the proper use of the fore-
quarter cuts of lambs, and proper

lamb, beans, and coffee prepared by Antone Flores, but they listened attentively to the talks and watched demonstrations regarding the value of lamb as a part of the diet. Ap-



Miss Lola Schlessman, Home Demonstration Agent, University of California, Gave an Actual Demonstration of Cooking Lamb Dishes, and E. E. Barton of Los Angeles Presented the Cutting Work on the Hanford Lamb Program.

cutting up and cooking of lamb was splendidly worked out by Huxley B. Galbraith, assistant county agent, Hanford, Kings County, California, at a demon-
stration held there before 2000 house-
wives of the San Joaquin Valley, late last fall.

The leading newspapers of the great valley judged the "Eat-More-
Lamb" demonstration highly suc-
cessful and gave it an unusual amount of publicity both in news releases and photographs.

Not only did the people turn to sample the delicious sheep camp roast

proximately 600 people attended the morning session and 400 were present in the afternoon besides the hundreds who came for the barbecue.

The program was opened by Huxley B. Galbraith, assistant county agent, who was introduced by the presiding officer, Roy Filcher, newly elected president of the Farm Bureau. Mr. Galbraith reviewed the history of centuries to point out that meat has always been im-
portant as food and that after animals were domesticated and it was no longer necessary to hunt

wild meat, livestock remained a basic part of civilization and that meat eaters have always been the leaders in every progressive movement in the world.

A greater public demand for lamb and mutton or a reduction of flocks was given as a solution to the present situation in the sheep business by Professor J. F. Wilson, of the University of California at Davis.

E. E. Barton of Los Angeles gave an excellent demonstration of meat cutting, and Miss Hilda Faust, nutrition specialist of the University of California, gave an appropriate discussion of the value of protein in the diet.

Miss Faust also assisted Miss Lola F. Schlessman, county home demonstration agent, with the demonstration of two lamb dishes—the lamb roll and brown gravy and the casserole of lamb. Miss Schlessman also gave some valuable hints on the cooking of meat.

Prizes for lamb dishes were awarded to Mrs. C. F. Harrington, first, for a lamb loaf; Mrs. John Bernstein, second, for a lamb breast roll with spinach stuffing; Mrs. C. Hawley, third, for a stuffed shoulder of lamb, and Mrs. E. J. Evans, fourth, for a roast shoulder of lamb.

Prizes for menus using lamb were awarded to Mrs. Edna Messer, Miss Mary Evelyn Freeman, and Mrs. Clarence Hall. Miss Freeman, is a 4H Club member and a sophomore in the high school.

Miss Schlessman and Mr. Galbraith were in direct charge of the affair, and they were assisted by the sheepmen of the valley and the California Wool Growers Association and the Farm Bureau. Men and women of Hanford and members of county and home economics departments cooperated in serving the barbecue meat at noon.

We believe that this meeting and demonstration was most important and that what was done there can also be carried on in other sections of California and in other states with the help of the home demonstration agents of the universities. It



THE National Wool Growers Association has a supply of the "You Will Like Lamb" cuts (shown above) for distribution to sheep firms and individuals connected with the sheep business for use on letterheads or other printed matter.

The cut will add to the attractiveness of your letterhead and will help to keep up the Eat-More-Lamb idea.

Send for yours before the supply is exhausted.

is carrying out the idea of Mr. Lewis Penwell of Montana as to how sheepmen themselves can advance the lamb advertising work.

Safeway Stores' Lamb Program

SHEEPMEN generally are indebted to the Skaggs Safeway Stores for a month's special advertising of lamb. Commencing on January 8, the Pacific Coast network of the National Broadcasting Company was employed by them in a series of radio programs setting forth the merits of lamb in the diet, how it should be purchased, prepared and served. In conjunction with these broadcasts the Safeway Stores featured lamb at especially low prices. When consideration is given to the fact that there are hundreds of units belonging to this chain in the western territory, the effectiveness of the campaign in moving a lot of lamb can be estimated.

Mr. W. P. Mahoney of Heppner, Oregon, a former president of the Oregon Wool Growers Association,

was very active in helping the Safeway people line up speakers for their radio program and in arranging for advertising material for them.

Resolutions Adopted by Washington Association

THE action taken by the Washington Wool Growers Association on subjects pertinent to the sheep industry by resolution at its recent convention is given below in condensed form. Copies of the resolutions were received too late to include them in the report of the Washington convention in the February Wool Grower.

1. County assessors urged to reduce valuations on all grazing lands to the fair sale valuation of such property, the assessment being 50 per cent of such valuation.

2. Approved action of state assessors' association in agreeing to assess young ewes at valuation of \$4 and old ones at \$2, assessment being 50 per cent of these figures.

3. Appreciation expressed of loyalty and cooperation of employees in reducing camp expenses.

4. Efforts and accomplishments of National Wool Marketing Corporation commended.

5. Urged substantial reduction in charges on feed and service at various feed yards enroute to Chicago, and commission charges and service at destination.

6. Asked all railroads serving territory between Washington and Chicago to arrange for placing feed racks at all feed yards enroute; urged that a pick-up service of one or more cars be instituted, commencing July 1, from the Northwest to Chicago for the purpose of consolidating smaller shipments and giving them the same schedule as ten-car consignments; urged shippers to refuse to sign 36-hour release.

7. Opposed any tariff reductions or modifications.

8. Opposed unnecessary health restrictions affecting the interstate movement of sheep between Washington and the states immediately adjacent thereto.

9. Approved work of Biological Survey.

10. Modification of Packers' Consent Decree urged to permit meat packers to use their facilities for the preparation, distribution, and selling of all food products.

11. Packers asked to brand lamb carcasses and wholesale cuts of lamb.

12. Thanked Safeway Stores, Inc., for its special lamb program.

13. Approved advertising campaign of the National Wool Growers Association.

Stockyard and Commission Rates

An address before the Sixty-seventh Annual Convention of the National Wool Growers Association, at Salt Lake City, Utah, January 12, 1932, by Dr. A. W. Miller, Assistant Chief, Bureau of Animal Industry, U. S. Department of Agriculture.



DR. A. W. MILLER

FOR two decades prior to the enactment of the Packers and Stockyards Act there had been a growing dissatisfaction, among producers and consumers, with livestock and meat marketing conditions in this country. An investigation which was begun by the Federal Trade Commission disclosed practices and conditions which were considered by many as requiring some sort of corrective measures. Congress, after exhaustive hearings concerning these conditions and the proposed remedies, enacted the Packers and Stockyards Act in August, 1921.

Scope of the Act

This statute vests in the Secretary of Agriculture certain regulatory authority over packers, stockyard owners, market agencies, and dealers. It prohibits packers, as that term is defined in the Act, from engaging in unfair, unjustly discriminatory, or deceptive practices, or from doing anything to control prices or establish a monopoly. The activities of such packers, not only at public livestock markets but elsewhere, are subject to the provisions of the Act.

The Act defines a stockyard and when the Secretary determines that a stockyard comes within that definition he is required to post it as a public market, which brings it under the jurisdiction of the Act. At present there are 96 posted stockyards in the United States. After a stockyard is posted, all market agencies and dealers are required to register with the Secretary, giving certain information relative to the character of the business which they propose to carry on at the stockyard. They are also required to give bond under regulations promulgated by the Secretary to cover their operations as such market agencies and dealers. Stockyard owners and market agencies are also required to file with the

Secretary and keep open to the public their schedules of rates and charges for the services they render. The Act requires that all rates and charges for services and facilities and all practices in the stockyards be just, reasonable, nondiscriminatory, and nondeceptive.

The Secretary may inquire, either on complaint or on his own initiative, into the lawfulness of the rates and practices and if he finds that they are unjust, unreasonable, or in any way unlawful he may prescribe what in his judgment will be just, reasonable, or lawful rates or practices.

At the outset the market agencies and dealers at the Chicago market attacked the constitutionality of the Act. The Supreme Court of the United States, however, held that the Act was constitutional.

In setting up the administrative machinery for the enforcement of the Act it was anticipated that many questions would arise at the market centers which could be settled informally. With that thought in mind local supervisors were stationed at the leading stockyards whose duty, among others, is to hear and whenever possible settle disputes which do not involve clear-cut infractions of the law. Numerous adjustments of this character have been and are constantly being made by these supervisors. However, there are certain features of this work which do not readily lend themselves to informal adjustment. Probably the most important of these is the determination of the reasonableness of stockyard and commission rates.

Inquiries Into Stockyard Rates

The first complete inquiry into rates for services rendered by a stockyard company was at Peoria, Illinois. As a result of this inquiry the Secretary found that the rates for feed and yardage were unreasonably high and prescribed rates which were sub-

stantially 25 per cent lower than those previously charged. The stockyard company applied for an injunction against the Secretary's order, which was granted by the court on condition that the company charge the rates prescribed in the order with the exception of the yardage rate on hogs. This rate, which had been fixed at 7½ cents per head by the Secretary, was raised by the court to 9 cents per head. Before the case came on for final hearing all parties agreed to abide by the rates as fixed by the Secretary and modified by the court.

Following the dismissal by Secretary Jardine of the St. Paul stockyard rate case in which a hearing had been held to determine the reasonableness of the rates and charges by the stockyard company at South St. Paul, Minnesota, the Secretary announced that no further stockyard rate hearings would be held until a broad, general investigation had been made with respect to the factors affecting rates and charges at a number of the larger competitive markets. Such a study was promptly initiated at the markets at South St. Joseph, Mo., Denver, Colo., Kansas City, Mo., National Stock Yards, Ill., Omaha, Neb., Sioux City, Iowa, Wichita, Kan., South St. Paul, Minn., Sioux Falls, So. Dak., and Chicago, Ill.

During the progress of this general study and investigation the Nashville Union Stockyards filed a tariff providing for a material increase in yardage rates. This tariff was suspended and a hearing held which resulted in the issuance of an order by the Secretary in August, 1929, allowing some increase in yardage rates but less than the amount sought. An effort was made by the stockyard company to have the Secretary's order enjoined, but the litigation was dropped and the order became effective.

On completion of this general study at this group of markets the first hearing was begun at the St. Joseph stockyards. Fol-

lowing this, hearings were held at Denver, Kansas City, and National Stock Yards, and a hearing is now in progress at Omaha. A considerable portion of the appraisal and auditing work has been done at the Sioux City stockyards in preparation for a hearing at that point.

Orders in the St. Joseph and Denver cases were issued in July. In each case lower rates were prescribed for yardage on incoming shipments of livestock, and a material reduction was made in the spread between the purchase price and selling price of feed. In addition a service charge of approximately one-half the yardage charge on incoming shipments was placed on all livestock sold a second or successive time or re-weighed in the stockyard for purposes of or in connection with a resale.

Formerly the only charge of this kind that had been made was on animals placed with commission firms for resale. I am referring to this feature of these orders because of the difficulty that was experienced in the application of this charge at the Denver stockyards, and to explain very briefly the department's views with respect to a charge of this kind. The traders at the Denver market refused to buy cattle on which they were informed by the stockyard company that such a charge would be collected, claiming that the profits which they were able to make were not sufficient to enable them to stand this additional expense. After several days' inaction on the part of the traders during which time the department refused to recede from its position with respect to this charge, the yard company agreed to waive it temporarily.

Payment of Traders' Yardage Charges

In some quarters the impression prevails that the department prescribed this traders' yardage charge on the theory that it would be wholly absorbed by the traders. Such is not the department's views. In prescribing this rate, exactly the same principle was followed that governs the department in the fixing of reasonable rates for other stockyard services; that is, it prescribes a reasonable charge to be paid by the person who receives the service without attempting to determine who ultimately will absorb the charge.

In both the St. Joseph and Denver stockyard rate cases the Secretary's orders have been temporarily enjoined and the stockyard companies have posted bonds to refund the difference to the shippers in the event the Secretary's rates are sustained. Final arguments in both these cases have been made to the courts, the St. Joseph one at Minneapolis, Minnesota, on November 2, and the Denver one at Denver, Colorado, on December 2, 1931. Oral arguments have been heard by the Secretary in the Kansas City and National Stock Yards rate cases and those cases are now before the department for decision.

Determination of Commission Rates

The first complete commission rate case was the one which arose at the Omaha market. A tariff filed by the market agencies of the Omaha Livestock Exchange in January, 1926, provided for certain increases in rates for buying and selling livestock on a commission basis. This tariff was suspended by the Secretary and a hearing held. In November, 1926, the Secretary issued an order in which the rates were found to be unreasonable and new rates were prescribed which were in many respects substantially lower than those previously in effect. The fixing of reasonable rates for a personal service by governmental regulatory authority was something new in rate regulation. Inasmuch as practically all rate regulation had, theretofore, been conducted with respect to utilities whose services were rendered largely through the instrumentality of physical property there was not much in the way of precedent in previous court decisions.

The usual methods of rate making were not applicable to a business such as that of a commission firm in which property of a physical character is a minor item. The Secretary adopted as his criterion of reasonableness the normal costs of doing business determined by an analysis of the cost to each firm whose rates were being investigated. The Secretary announced the principle that a reasonable schedule of rates should pay normal costs of doing business to all firms which were handling a reasonable volume of business in a reasonably efficient manner. These normal costs included, in addition to out-of-pocket costs, a reasonable allowance for interest on such capital as was used in the business and an amount for profit to compensate owners for their management and the uninsurable risks of the business.

The market agencies tested the validity of the Secretary's order. Pending decision by the court the Secretary decided not to make any further commission rates investigations. In February, 1930, the Supreme Court handed down a decision in which it sustained the Secretary's order in the Omaha commission rate case. The decision not only upheld the constitutionality of those provisions of the Packers and Stockyards Act, giving the Secretary authority to fix commission rates, but also held that the method used by the Secretary was reasonable and in no way confiscated the property of the commission firms.

Following this decision immediate steps were taken to make investigations of the commission rates at other markets starting first with those most competitive with the Omaha market. The first hearing was held at the Sioux City market, and an order was issued in July, 1931, prescribing rates some of which were materially lower than those which had been in effect. These new rates became effective on August 24, 1931. The commission firms which are members of the

Sioux City Livestock Exchange applied for an injunction to set the Secretary's order aside, but so far no action has been taken with respect to this application.

Commission rate hearings have also been held at Kansas City and St. Joseph and oral arguments have been made in these cases. They are now pending before the department for decision. A hearing has been set, to commence February 1, 1932, to inquire into the reasonableness of the commission rates at the St. Paul market, and work is under way in preparation for a similar inquiry at National Stock Yards, Illinois. **

Extensive Preparation Precedes Hearings

Sometimes the progress in disposing of rate cases seems to be unduly slow. However, there is no short-cut method in fixing rates. The Secretary has no arbitrary power quickly to adjust rates, but must have facts on which to base his findings. He must accord to the stockyard companies, or market agencies, as the case may be, a full opportunity to present evidence at a formal hearing. Furthermore, much of the evidence which the department presents at such hearings is of a highly technical character, requiring, not infrequently, many months to gather and prepare in suitable form for introduction into the record. The magnitude of this task will be better understood when it is appreciated that our corps of engineers must go into a stockyard and make an inventory of all the material that has gone into its construction and then place a value on it by pricing all the component parts such as the many grades of lumber, the posts, brick, cement, sand, structural steel, scales, furniture and fixtures in office buildings, and even the nails.

Preparation of material for a commission rate case is equally laborious as it is necessary to tabulate every account sales of all the commission firms, usually for a period of a year, showing for each consignment the number of head, owners, and drafts, and the commissions collected. Usually the stockyard company, or the commission firms, whichever the case may be, introduce much detailed information. After a hearing is held and the case is argued before the Secretary, a painstaking analysis must be made of all the facts. The work is not always completed when the Secretary issues his orders. If the case is taken to the court the matter from that time on is handled by the Department of Justice, but our department cooperates with that department in the preparation of the necessary material for the trial of the case in court, and for the briefs which are submitted.

It is the purpose of the department to proceed with these stockyard and commission rate cases as expeditiously as available funds and the character of the work will permit, and as soon as the hearings have been completed at the group of ten markets to which reference has been made, to initiate similar hearings at other markets throughout the country.

Further Discussion of Wool Marketing Problems

Explanation of Delay in Getting Out Account Sales and Other Matters by General Manager Wilson of the National Wool Marketing Corporation Before the National Wool Growers' Convention, January 13, 1932.

THREE are two problems, it seems to me, with the National Wool Marketing Corporation, that are causing more concern than any others, and instead of attempting to cover all the ground, because of the condition of my voice and the lateness of the hour, I am going to ask you to feel perfectly free to interrupt me at any time with any questions you may care to ask. We are conducting your business. You furnish the wool, and you are the partners and the managers of the business. Those of us who are in active charge are merely your servants. We welcome criticism. It is human to err and we have made many mistakes. We won't make the same mistakes in the future, but we will undoubtedly continue to make mistakes. We need your help and your co-operation 100 per cent and we welcome all suggestions that you can make.

Yesterday a gentleman asked me about account sales. I am going to try to explain that:

When the wool is shipped from the West, or when the wool arrives in Boston, 10 per cent of the clip is what we call "laid down." That is, the bags are laid out where they can be examined. They are cut down the seams and a committee of at least three real wool experts, and frequently five, examine each of those bags in that 10 per cent of your entire clip to determine the character of the wool, the shrinkage, the line in which the wool should be placed, and whether or not the wool should be graded. The wool is then placed in the lines, and by "lines" (you may call them pools if you will) I mean wools of similar character, condition and shrinkage from the same locality and from the same association. This year we have some 760 odd lines of wool. I can't tell you off hand how many there are in Utah but I should imagine somewhere around forty. Mr. Edgheill, do you know how many there are in Utah?

MR. EDGHEILL: I think about fifty.

MR. WILSON: That wool is then displayed and the sales force attempts to sell it. We have made out these lines and made them as small as we possibly could. Last year we had to sell all the wool and all of the by-products of the top making operations before we could even start to figure out returns. That is the reason for the delay in 1930 returns. Profiting by that experience we thought that we had solved the question, and we laid out the wool in

much smaller lines, thinking that those lines could be sold more promptly and account sales could be rendered more promptly. The theory was all right, but it, like a lot of other theories, while it is an improvement over the method of last year, leaves still much to be desired.

The manufacturer, or the wool buyer for a mill, comes in and looks at wool. He is interested, we will say, in original bag wool. Our sales force will try to sell him the wool in one or two lines. He may want 500,000 pounds of wool, and we may have that much in one line, which is the type of wool, usually, that he uses. But he is the buyer. He will take 100,000 pounds out of that line, and a similar amount out of another, which leaves us with a considerable balance on hand.

This year we have sold a good deal more than we have delivered. We have actually delivered about 35,000,000 pounds of wool. We have only closed out enough lines so that we can make returns on about 3,000,000 pounds of 1931 wool.

We have sold 33 per cent of our 1931 wool and are ready to make account sales on less than 3 per cent, simply because we had not sold all the wool in any of the lines, except the lines that we are now rendering account sales on. Account sales have gone in for 1931 to Utah, Wyoming, Montana and several other states. Now, if we continue that system of selling the wool in the lines, which is undoubtedly the proper way to sell it, then we are always going to be delayed in getting out account sales. We are giving considerable thought—the Executive Committee and the Board of Directors of the National Wool Marketing Corporation—to find some way to overcome this difficulty. I can understand exactly how the grower feels in not having heard from his account sale or his wool. If I were out here I would feel the same way. We are not attempting to dodge any criticism from the growers on that account. We are just as much disappointed, and probably feel fully as bad about it, as does the grower, but we have to change our system as to selling and accounting if we are to be able to make the prompt returns that the grower desires.

Of course you must also consider that we have not had a normal, active wool market for the past two years. Had we a normal, active market such as we could

expect under normal conditions, probably the percentage upon which returns could be made at this time would be considerably larger, but even so there would always be a considerable lag. It has been suggested that we might work it out on a percentage basis and send the growers additional funds from time to time as part of the wool was disposed of. I don't know whether the growers would be satisfied with that or not. It would require the valuing of the wool just exactly as is now being done, by proportioning. For instance, we sell the grease wool, and we pro-rate back the amount that that wool brings; but we have got to devise some other system.

Now, while I am on that point, I am going to speak about just one other matter.

I can fully understand the feeling of the grower on one line that we just settled for in Idaho. I think the final sum that caused the delay amounted to 1-2/3 cents per pound on the whole clip. That grower, while that amount of money does not seem particularly large, is entitled to that money, and I think we can still do what we are trying to do, and market the wool in just as orderly a way as it is now being marketed and still give the grower some of that money by making a distribution from time to time as the wools are sold. That would mean that the value of those wools would be set in Boston by the Boston appraisers, and if we were able to send out the sales that were made up to the present time, and they later justified an additional 10 per cent return, 10 per cent would be returned to every one. It would not change the system of selling, nor would it change anything except for the system of accounting. The grower, however, would not receive his account sale. He might have received 95 per cent of what the wool sold for, but he would not receive the final account sale until the following summer. Whether the growers would be willing to do that I don't know.

There is just one other thing I want to discuss. I think Mr. Draper handled it far better than I can, but we are in a rather difficult position—Mr. Draper as sales manager, and myself as manager—to know just what is the best policy to pursue. We have felt that the only obligation that we owe to any one is to the wool grower. Our obligation is to get for that grower every cent we possibly

can for his wool. Under the new arrangement there is no hope for any profit. The only profit goes to the wool grower. Now we have been pretty freely criticized for not selling wool more rapidly. Mr. Draper and I agree, and I think a great many people in Boston—even our competitors—agree, that had we met the low market and sold wool at the low side of the market, which we in no case do, we could not have sold all of our wool by this time. The average dealer has not sold all of his wool. We could have probably sold five million—perhaps ten million pounds more wool, but Mr. Draper explained yesterday that the mills use just so much wool in the year, depending on the activity of their mills, and they are not going to buy any more than for their current needs. Had we met the market you would not have got your returns any more quickly except in a few isolated cases, and when you had received the returns we would have driven the market down, in our opinion, to a point where the returns would have been negligible.

I don't know whether we have pursued the best policy or not. I am firmly convinced, personally, however, that we have. I can see no reason to change that policy; yet, nevertheless if some one can offer a better policy we will be glad, indeed, to adopt it. Both Mr. Draper and myself would like tremendously to shift that responsibility onto some one else. It actually gives us a few gray hairs. Even Paul is getting a few. We don't anticipate—unless Mr. Draper is able to convince our Executive Committee of the advisability of auction—we don't anticipate any change in our selling policy. I think our selling policy has been all right. I think we have got just as much for the grower as it has been possible to get for his wool.

I thank you, gentlemen. I will be very glad to answer any questions you may desire to ask.

(Applause.)

MR. MACKAY: I received two letters from the National in August in regard to my wool. I have written them three times since. The report I wish to call your attention to is this: About a month ago when I told them I wanted a specific answer to the questions I asked, they gave me the grading of the wool and the percent of shrinkage and they stated that my wool was put in a line with some 612,000 pounds; out of that line 400,000 and some odd pounds had been sold. In other words, over two-thirds of the wool had been sold some months ago, and I ask if the great majority of the wool is sold, why don't they make returns to the sheepman?

Here is what stares us in the face: I was notified that two-thirds of my wool had been sold some months ago. If they made anything on that wool, the money must be in the treasury of the National. Every person knows this: that every sheepman is

borrowing money continuously and paying interest on it.

I wrote further and stated that the money that has been collected for my wool belongs to me, and if the National is working to the interest of the sheepman that this money, or part of it, should be remitted. They said they would not make any return until it is all sold.

This money that you have of mine and others represents wool that has been sold for months. It may amount to thousands of dollars in some cases, and we will be paying interest on that until all our wool is sold. Our wool may not be sold for another two months.

I agree with you it is difficult to sell all that wool and we have to wait for final returns, but I do feel when over two-thirds is sold that money might be distributed to the sheepmen instead of staying in the treasury of the National.

MR. WILSON: I think your point is well taken, and I wish there were some way we could distribute pounds of sales more promptly. Take your case, for example, where two-thirds of that particular line, or pool, has been sold. That would mean, say, 400,000 pounds of that wool. The returns are made on the average price of that line. Until we dispose of the other 200,000 pounds it is absolutely impossible to determine the average price upon which the account sales are to be made. It won't work under the system we are using. It would work if we were making the distribution as I suggested a moment ago; where the wool is sold it would effect an additional advance, and I think that is what we are going to have to come to.

MR. MACKAY: There are the charges for storage and insurance which are always accumulating. It is easy to juggle figures. I don't say the National will, but it can be easily done; but it seems to me that that insurance and storage could be accounted for when the final account is made instead of on the two-thirds.

There are many questions that come up that people are anxious to know. In the past I have shipped wool and did not get returns for two years, and the interest and storage more than ate up the price of the advance of the wool. Of course I realize it is going to take time, maybe a year; but you folks have not made returns on the 1930 wool; and while I am on my feet, my wool went to the National in 1930. It went there with the understanding and stipulation that no matter if wool declined there would be no comeback. I understand that some returns are being made on the 1930 clip. There is a deficiency there. I understand there is a man who is \$1400 behind. Are you asking a refund on that, or not?

MR. WILSON: We find in many cases, perhaps, a lower appraisal, but there are returns to individual growers on their 1930 clip. They are getting those returns to the extent of about \$150,000.

MR. MACKAY: I am glad to hear that.

MR. WILSON: I would like to clear up something else in regard to what you say as to the interest and storage. There is not enough profit in storage to make us want to store wool. That is the last thing in the world we want to do. When your wool is sold you are credited with the interest from that time on.

MR. DRAPER: May I say a word in answer to some of Mr. Mackay's questions?

I would like to have Mr. Mackay know that I think his questions are well taken and well put.

When you put your wool in, you had a contract that it would be stored free for six months. After that time the storage and insurance were for the gross amount. When and if that wool is sold, all those charges stop, and I would like to have that known by everybody, so you don't have to worry about interest charges, storage charges, or insurance, even though two-thirds of your wool is sold and the other third isn't. We can't make returns, but those charges stop.

A MEMBER: On the amount that is sold?

MR. DRAPER: On the amount that is sold.

MR. WILSON: There is one other thing that we do that has not always been done. For example, Mr. Mackay, you can get an advance on your wool when you ship it. It may take a week, in the normal course of events, but I think you will find that our method works pretty well. It has been our practice, whenever a company issues a draft, to pay the draft as soon as it is presented. We do not take the three days' sight that we are permitted. You are not charged interest from the date you get a draft, but you are charged from the date we pay the draft. I figure that by figuring interest from the date of the draft, it would be a difference of about \$150,000 on your Corporation's entire business.

LAWRENCE E. NELSON: We cannot always judge men by what they say, but I am very candid to admit that these gentlemen have made a very favorable impression on me by the apparent openness and candor with which they have discussed these matters. They have convinced me that they are doing the best they can. I move that this meeting tender them a vote of confidence and thanks.

(Applause.)

MR. MAYER: Second the motion.

PRESIDENT HAGENBARTH: It has been moved by Mr. Nelson, and seconded by Mr. Mayer, that a vote of confidence and thanks be extended to the General Manager and the Sales Manager of the National Wool Marketing Corporation. All those in favor signify by saying "aye." Contrary "no." The "ayes" have it.

MR. CHRISTENSEN: We have two herds. Our sheep are divided and run on two dif-

(Continued on page 41)

Some Accomplishments of the Women's Auxiliaries

An Address by Mrs. T. J. Hudspeth, President of the National Auxiliary, before the Annual Convention of the National Wool Growers Association, January 11, 1932.

THIS is the third annual convention of the Auxiliary. The work that has been accomplished by this organization would make it seem that it is much older. So with this dynamic force behind the wool grower there is no question that he will surmount this great obstacle which is before him.

If you men will have faith in your women and show them how much you need their support by way of advertising your commodities, they will make every effort to your interest. Sheepmen and women must realize that the cost of running their sheep per head must not exceed the revenue derived from the sale of wool and lambs. I say women, as well as men, for the wife and daughter of every sheepman, must cooperate with the husband and father. This is the only way we can help him bridge over this great crisis. In many wool growing states the women are doing just this very thing and are getting wonderful results, as well as raising the social standard of the industry.

Another subject of great moment to our nation, as well as our industry, is the question of bi-metallism. I am not a politician nor do I aspire to be one, but if the remonetization of silver will help this overwhelming depression we are now passing through, then I am for it very strongly. Very recently I have seen many articles in our leading newspapers from our most prominent statesmen, senators and representatives agitating the rehabilitation of silver through free coinage or bi-metallism, which would be a great benefit at this time, with the whole world in debt and nothing to use for money.

There are many millions of people who could not buy a woolen suit at so low a price as \$5, nor a whole leg of lamb at 50 cents, so it might be well to delve further into this subject before passing an opinion. When you get home think it over well.

Now I must tell you of some of the things the women are doing so you will know what a very important part they are taking in your industry, or, as we prefer to say, our industry.

The Washington women were, so far as I have been able to learn, the first to organize. Through their success as a local and state auxiliary they were able to spread the story of their progress to other states.



MRS. T. J. HUDSPETH

Then, finally, they were instrumental in organizing the National Wool Growers Auxiliary. These noble women talked and worked among themselves until the men began to realize their efforts were materializing into an added consumption of their product. They had booths at the county and state fairs for exhibit of both lamb and wool. I believe it was at the Washington State Fair where hamburger was changed to lamb-burger. In the wool booth they had everything from dresses and suits to flowers, rugs, etc. The women of the State of Washington have pioneered this very successful venture and to them we owe not only its inception but much in the way of accomplishment.

Then the Oregon women, just next door, not to be outdone (isn't that just like a woman!) are doing all these things and many new ones. Their men are so proud of them that they gave the women \$1,000

to carry on their work. One part of the Oregon women's program I think is very commendable: they are getting the school children interested. In October that Auxiliary sponsored an essay contest for the seventh and eighth grades and high school pupils, the title of the seventh and eighth grades to be "The Raising and Marketing of Lamb." The prizes for this contest were, first, \$25.00; second, third, fourth and fifth, a woolen blanket, or other woolen products. The title for the high school pupils was "Why We Should Eat More Lamb and Use More Wool." The prize awarded were the same as for the grades. I believe that this is one of the very best ways to increase the demand—educate our children. I most heartily congratulate the women of Oregon.

Utah comes next. As a state organization they have done as much as the other two states. They, too, have been very original. These women wanted to know the business from the very ground, so they proceeded to have educational programs, such as talks and demonstrations on lamb and wool. So you may know the Utah women know what they are buying either from the butcher or from the department stores where lamb or wool is being sold. Then, too, the business men have been very fine in cooperating with the Auxiliary; have designated Saturday as "Lamb Day," have decorated their show cases and windows to further advertise the sheep industry, at the request of the committee from the Auxiliary, and at times they have offered prizes.

Arizona was the next state auxiliary to organize. The interest here is lagging. Last spring they did put on a three months' radio campaign for lamb and were instrumental in getting some broadcasts complimentary through the Tovrea Packing Company of Phoenix. These women feel that the men should do the work and the men encourage them to feel that way. They have done a little and I am hopeful of more activity during the spring months.

While New Mexico and Colorado are organized I have been unable to find out what they are doing.

Idaho is just now organized into a state auxiliary. Up until last Saturday the work was carried on by a group of Idaho Falls women, striving as best as they could to

help their sheepmen. Through newspaper clippings and correspondence I was fortunate enough to learn of the splendid work they are doing. I wrote to their President asking her to tell me of their work. I was perfectly amazed to get such a wonderful report and pictures of the windows they had been instrumental in having decorated. The Chamber of Commerce has been a great help to these women, and I want you men to know that the Idaho wool growers are back of these women 100 per cent. These women have been having cooked lamb demonstrations, serving as many as five and six hundred women at a time and when they ran out of the cooked lamb they had the raw meat brought in and had it cut up and gave the different cuts to the women who had not received their cooked portion, together with a recipe so they could take it home and cook it for themselves. These women brought Miss Marion Hepworth, state demonstration leader of the University of Idaho, to put such a program on for them, and through these women we are able to have Miss Hepworth with us today. They not only have worked on the consumption of lamb, but on wool as well. They have sent their own wool to the mills and had blankets made and sold them direct so they might know the blankets sold were made of their own wool. One woman told me she had sold 175 blankets. Her main slogan was "Put a little plea in your voice, Pa, when you go out to sell some of these blankets."

Now, if the Idaho Falls Chapter have been so successful we may expect a lot more from them since the whole state has been organized. Wyoming, Montana, Texas, California and Ohio are doing their bit, in spite of the fact they are not organized either locally or as a state. But Nevada has not been heard from, regardless of the fact that I have written several times.

When I took office as national president I wrote to the secretary of every wool growing state where the women were not organized. Wyoming, Texas and Nevada were the only states who did not respond.

I have heard from only two states regarding "Wool Week," and they are Idaho and Utah. These two states did much toward advertising woolen goods both from the standpoint of wearing the garments and knowing how and what to buy. Here I must defend Arizona so far as the Auxiliary is concerned. No advertising matter was received by any member until the end of wool week. However, the wool growers had a few cards and had them in several windows. One dry goods store, Korricks' Dry Goods Company, trimmed a window in a very effective way and boosted for wool.

I should like to assure you kind gentlemen in closing this report that while, like the New Year, we are very young, before the end of the present year we expect to be as fully organized as your own association

and hope that our work during the coming year will warrant your being very proud of your Auxiliary.

Pacific Wool Growers Elect Directors

AT the membership election held on January 22, some of the most prominent sheepmen of the five western states were chosen to serve on the board of directors of the Pacific Cooperative Wool Growers for the coming year. An unusually heavy vote was recorded in each of the districts in which the Pacific operates.

Directors elected from the range sections of eastern and central Oregon include F. A. Phillips, Keating, who is also president of the Oregon Wool Growers Association, state service organization; Garnett Barratt, Heppner, vice president of the same organization; Michael P. Barry, prominent sheepman from Klamath County; Joe Keerins of Izee and Carl Whitmore of Joseph, Oregon.

Eastern Washington counties will be represented by Albert Davis of Benge who, with his brother, the late James M. Davis, operated under the name of Davis Brothers with large sheep holdings in the Pullman territory; and J. O. Sorenson of Ellensburg who was reelected after two years of service on the board.

California directors are L. A. Robertson, Garberville, who is also president of the Humboldt County Wool Growers Association, and Dr. Edwin Bunnell, Willows, both of these members being reelected after having served on the board several years.

J. D. Yeager, Wellington, Nevada, who is also a director of the national board of the American Farm Bureau Federation, was reelected as Nevada's representative on the board of the Pacific, and J. O. Rhoades, range operator of Riggins, Idaho, will represent that state.

The farm flock sections of western Oregon reelected E. A. McCornack of Eugene, who has been a director ever since the association

was organized eleven years ago, and G. A. Sandner, Scio, Oregon. J. T. Alexander, banker and rancher of Chehalis, Washington, and well-known for his activities in promoting "more sheep for western Washington" was reelected from that section.

Directors' elections are held annually when members may vote in person or by mail for a total of fourteen directors to govern the cooperative for the ensuing year.

New York Sheepmen Meet

NEW YORK sheepmen held their second annual Breeders and Feeders Luncheon at Ithaca on February 17. One hundred twenty-five men, representing 20,684 ewes, were present, while at the affair last year only 76 men, owning 11,500 ewes, were there. Speakers at the luncheon included W. T. Grams, sheep extension specialist of Ithaca; R. V. Call, lamb feeder of Batavia, N. Y.; J. P. Willman, in charge of sheep and swine at Cornell University; Peter C. MacKenzie, superintendent of livestock at Penn State College; J. F. Roberts, sheep salesman of the Producers Cooperative Commission Association (East Buffalo); F. B. Morrison, head of the Animal Husbandry Department of Cornell, and Mark J. Smith of Burdett, N. Y.

Lamb feeders of this state are inclined to discount figures of economists and have been making a little money, although it was a very close proposition this year. About 50,000 lambs are fed in western New York annually. Banks encourage the farmers to feed and the best farmers do it. Western lambs are used, sold largely through Buffalo.

In the Middlesex Valley, N. Y., the last of the lambs on feed were loaded recently. These lambs were contracted for last fall at 7 1/4 cents by a dressed meat dealer in Rochester. He goes after them with trucks. He liked the lambs and took his medicine. These lambs were raised on the farms and weigh heavy. Burdett, N. Y.

M. J. Smith

WOOL MARKETS

Reported and Discussed by

The National Wool Marketing Corporation

General Market Conditions

THE month of February will be remembered as one of the dullest months experienced in the American wool trade for some time past. Some activity developed during the first ten days, but during the balance of the month very little business was transacted. In such circumstances it is gratifying to report that price levels have remained fairly firm.

The mills catering to women's wear were generally active; while some were running on overtime. Mills catering to men's wear, on the other hand, operated on part time only. Due to the lack of consumer demand retailers have bought most sparingly and will probably so continue until there is some improvement in this respect.

The wool moved into manufacturers' lofts has been confined largely to fine and halfblood. Three-eighths and quarterblood wools have been almost entirely neglected. It should be noted, however, that stocks of these grades are now nearing the vanishing point. Fleece wools are fairly well sold out, scattering lots only remaining.

Since the turn of the year many of the larger mills have issued their annual statements; almost without exception these have continued to record operating losses. Such results could not be expected to inspire buoyant markets. Furthermore, the credit situation has become a serious problem and has to be watched with the greatest care. Firms and institutions enjoying unlimited credit two or three years ago are now considered risks. This in itself is an obstacle to business revival. It is hoped that the seriousness of this problem may be lessened through the operations of the Reconstruction Finance Corporation in giving aid to banks. Nevertheless, it will remain a problem until general business improvement gets well under way.

At this critical period the wool grower has an opportunity to do his share in protecting the market for his product. With uncertainty staring them in the face, private dealers in wool probably will operate on a

conservative basis during the next few months. If the grower, through lack of faith in the future or because of need to obtain all possible cash at shearing time, is forced to sell at whatever price is offered he is helping to undermine the markets at all distributing points. Some early shorn wool from the Southwest has already been offered in the Boston market under prevailing prices. Naturally, this leads to further unsettlement here and may lead to still lower prices in the producing sections. It is hoped that the growers and their bankers will present a solid front and do their share in the struggle to maintain a useful national industry.

Wool is a world commodity, its value is established in world markets on the basis of existing world conditions. The American wool grower is powerless to stem the tide there in either direction, but he does have the power to help at home. If the price is established at the shearing plant at a lower level than world conditions justify the full benefit of the protective tariff naturally cannot be obtained.

Propaganda directed against the National Wool Marketing Corporation and the Federal Farm Board may be expected to grow in intensity during the next few months while wool is being shorn. It should not be difficult for the growers to understand its purpose. The Boston Wool Trade Association recently addressed a letter to the Massachusetts representatives in Congress, from which we quote the following:

Participation of government agencies in competition with private business activities and the appropriation of public funds therefore should cease. A concrete example of the cost of government entry into the field of private business is found in a recent statement of the Chairman of the Farm Board that the operations of the Board, if its holdings were liquidated at present prices, would show a loss of at least \$250,000,000.00, over 50 per cent of the entire appropriation. Such government activities not only place an unwarranted burden on the taxpayers of the nation, but they are smothering the efforts of private business, which is being called upon to produce taxable income.

While we cheerfully admit the right of the association to express its views in respect to the Federal

OFFICERS OF THE CORPORATION

President: Sol Mayer, San Angelo, Texas.

Vice President: R. F. Clary, Great Falls, Mont.

General Manager: J. B. Wilson, Boston, Mass.

Sales Manager: Paul Draper, Boston.

Secretary: C. H. Center, Boston.

Treasurer: D. E. Judd, Boston.

EXECUTIVE COMMITTEE

President Mayer

Vice President Clary

A. A. Johns, Arizona

J. W. Hoech, Oregon

J. H. Lemmon, South Dakota

L. W. Elliott, Texas

Frank Lebus, Kentucky

Farm Board, it seems strange that like objection has not been voiced to the organization of the Reconstruction Finance Corporation and the many other agencies that have recently been set up in Washington by the use of government money to help distressed industries. The Reconstruction Corporation is authorized to lend to banks of all kinds, loan associations, credit corporations, insurance companies, railroads and even agriculture itself. While we hope that these many agencies may be able to accomplish the purposes intended without the loss of a single dollar of government money, it is conceivable, nevertheless, that such a happy termination may not be attained. Little by little thinking men are beginning to realize that any permanent prosperity cannot return to this country as a whole while its basic industry—agriculture—remains in the slough of despond.

In an article appearing in a recent issue of *The Index*, published by the New York Trust Company, the present state of agriculture was clearly set forth. We quote the following:

Some 27,000,000 people, or 22 per cent of the total domestic population live on the country's farms; many, if not most of them, have suffered serious losses in cash income as a result of the precipitate decline in price of agricultural products. The farm group, indeed, has been affected to a greater extent than most other classes of the population because the price of agricultural products has declined to a greater extent than the price of goods which the farmer buys. At the same time, taxes and other fixed charges, such as interest on the farm mortgage debt, have remained at or near their previous high levels.

An approximate idea of agriculture's relative position toward the end of the year 1931, can be secured from the following: Based on the assumption that the index number of items compared was 100 in the period just preceding the World War, then wholesale price levels near the close of the year 1931 were also 100; industrial wages, roughly, 200; farm taxes slightly in excess of 250; farm wages about 120; prices of goods purchased by farmers, about 125, and the average price received by farmers for their products about 70. In other words, the unit exchange value of farm products for commodities which the farmer purchases was slightly over one-half that prevailing in the period just preceding the World War.

Since the publication of this article prices of farm products have dropped to 65 per cent of the 1910-14 per-war levels. Does anyone begrudge the comparatively small amount of money spent by the Federal Farm Board in an effort to improve a condition which so vitally concerns the welfare of all the people?

Until there is marked improvement in the unemployment situation to bring about resumption of consumer buying power, no appreciable advance in wool or other commodity values can be expected. It is felt, however, that some substantial good will come from the operations of the Reconstruction Finance Corporation by early spring, and that this in turn should result in higher commodity values. It would appear that when wool is not bringing the cost of production in

any part of the world, the only change that can come must be for the better.

Largely through the efforts of the National Wool Marketing Corporation, the imports of foreign wool and rags have shrunk to almost the lowest point on record; curtailed production cannot be avoided and as general business improves consumer purchasing power will again be gradually restored. Intelligent marketing will aid in the restoration of profitable operations for the American wool growing industry.

The Market on March 8

THE past few weeks have been another period of extreme dullness in the American wool trade. A few sales in moderate amounts have been made, but to move wool in volume has been out of the question. In this respect the wool industry has only shared the fate of every other major industry in this country. Unless speculative buying gets under way soon on the theory that wool is good property at present prices, we probably shall not witness an active market until the heavyweight season begins.

In such circumstances it is gratifying to report that prices are relatively firm, a condition which did not always obtain after similar periods of inactivity in past years when wool was scattered among a multitude of dealers large and small.

National Wool Marketing Corporation.

THE West Virginia Wool Association has affiliated with the National Wool Marketing Corporation and will become a member unit of the United Wool Growers Association with headquarters and warehouses at Baltimore, Maryland, it is announced.

Announcement of the affiliation was made following a meeting of the executive committee of the West Virginia Wool Association at Clarksburg, where the plan was approved.

The West Virginia pool totaled 286,000 pounds in 1931 and it is expected that this year, due to joining the national cooperative movement, the amount will increase to more than 500,000 pounds.

Prof. E. L. Shaw of the University of West Virginia is to supervise the grading of the West Virginia pool at the Baltimore warehouses.

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Smart new 1932 frocks will be made of wool. Typewriters of the fashion-writers are clicking out descriptions of new wool fabrics and new wool creations. It is to be another woolen spring. One writer says, "Light weight woolens that look like silk, woolens that are as sheer as gauze, wool lace, wool mesh, wool zephyr knits—these are the things that the smartest new frocks will be made from."

Wool Notes

THE 1932 livestock census estimate of the U. S. Department of Agriculture shows 1,167,000 more sheep and lambs for January 1, 1932, than on the same date last year and 2,529,000 more than for January 1, 1930. The total for this year is 53,912,000 head, against 52,745,000 on January 1, 1931 and 51,383,000 on January 1, 1930. Included in these totals are sheep and lambs in feed lots. The number of sheep to be shorn will be smaller because there is an increase in the number of sheep being fed for market. Average value of sheep has dropped sharply in three years, from \$8.94 per head in 1930 to \$5.35 last year and \$3.40 at the beginning of this year. Total value of all sheep in the United States, on this basis, is down to almost one-third the amount it was three years ago. The total value on January 1, 1932, is estimated at \$183,255,000, which is \$99,097,000 below the estimate for the beginning of 1931 and \$275,953,000 below that of January 1, 1930. Value of sheep and lambs at the beginning of 1930 was \$459,208,000.

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In the new sheep population estimate, Texas continues the expansion which has characterized her sheep industry the past decade. The 1932 Texas count shows 578,000 more sheep than a year ago. Wyoming and New Mexico showed increases of more than 200,000 apiece. States outside the essential range group, the eleven far western states and Texas, increased sheep numbers by 945,000 head, reflecting farm flock development in many districts. Montana's total decreased about 400,000 head. Other states showing decreases were Utah, Idaho, California and Nevada.

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Fashion authorities of the world say that this spring and summer, to be truly smart and in step with style, one must "dress up" in wool.

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Japanese-Chinese military operations, while disconcerting to the world at large, are stimulating demand for wool. Ever since Japan sent her army into Manchuria wool purchases have increased. Practically all buying has been in Australia. Purchases of the Japanese in Australia during the first five months of the current season amount to 207,000 bales, compared to 127,000 bales last season and 75,000 bales two years ago.

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Wool popularity is world-wide. Activity of wool machinery in Great Britain has registered a noted pick-up. The increase is estimated at 25 per cent above June activity. Wool machinery activity in Great Britain the past five months is reported to be greater than for any equal period in recent years.

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A new and valuable contribution to the literature on wool marketing is North Dakota Agricultural Experiment Station Bulletin No. 252, by Alva H. Benton,

wool marketing specialist at North Dakota Agricultural College. This bulletin, entitled "Wool Marketing," presents a complete picture of the growth and present scope of wool growing and marketing in this country. It also describes wool cooperative marketing developments in North Dakota and the tie-up which growers in that state have with the National Wool Marketing Corporation.

* * * * *

W. E. Schneider, marketing specialist with the California and U. S. Departments of Agriculture, stationed at San Francisco, reports a 30 per cent increase in lamb consumption in the United States the past two years. There was a 14 per cent increase in lamb slaughter in California in 1931 over 1930. Advertising and widespread cooperation in popularizing lamb has been a big factor in this achievement.

* * * * *

Chicago reports indicate that the furniture industry has begun to "step up production to fill orders from thousands of retailers whose stocks are the lowest in 20 years." The recent National Furniture show brought out a record number of buyers and an unusually large number of advance orders. It was the first time in many months that the furniture industry has had new business. This Chicago development carries great significance for the mohair producers. Furniture styles this year feature some new mohair fabrics, several of which have been worked out by the National Wool Marketing Corporation in cooperation with leading manufacturers. The National has been working on the mohair problem for two years, recognizing that new uses offered the only permanent solution. Significant results were achieved and the new fabrics, mostly flat finishes, are being enthusiastically received. Developments of these new outlets for mohair and recapturing interest of the furniture industry stands as one of the great examples of the year of how producers can foster their own interests through cooperative organization.

* * * * *

Mohair manufacturers estimate that more than 12,000,000 yards of mohair fabric are in use in railroad passenger cars today. More than 100,000,000 yards of the fabric are rolling over the highways in automobiles. The present year should witness the introduction of several new uses of this commodity.

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"As one who was responsible for the administration of wool control in Great Britain during the war, I have reasons for admiring the efficiency with which, under present management by the National Wool Marketing Corporation and the firm of Draper & Company, the disposal of wool has been accomplished. Theoretically, cooperative marketing is unquestionably correct."—Lord Barnby, England, world's greatest individual owner of wool textile factories and war-time administrator of wool control in England.

Wool Sales by the Corporation in February

ABOUT six million pounds of wool was sold in February by the National Wool Marketing Corporation.

The following list of sales is representative of the prices received on the different grades. One hundred forty-five separate lots of wool and 25 lots of tops made up the sales.

Pounds	Clean price
Fine Staple	
25,000 Territory	.58
5,000 Montana	.53 1/4
5,000 Montana	.54 1/2
25,000 Utah	.54
95,000 Oregon	.54 1/2
16,000 Nevada	.52
70,000 W. Idaho	.52
330,000 Idaho	.52 1/3
53,000 Idaho	.54 1/2
25,000 Idaho	.50
100,000 Utah	.53 1/2
100,000 Dakota	.53
15,500 Hvy. California	.50
517,000 N. D. No. 1	.54-5
Fine Clothing	
18,000 Black	.42
1,300 California Heavy	.40
255,000 Territory Black	.44
26,000 Black	.44
20,000 Idaho	.48 1/2
20,000 Territory Black	.45
Half Staple	
150,000 Idaho Ranch	.51
29,000 Montana	.52 1/2
15,000 Territory	.56
Half Clothing	
37,000 Oregon	.49
2,300 California (hvy.)	.45
3,600 Half-blood	.49
Quarter Staple	
4,800 Quarter-blood	.41
Quarter Clothing	
10,000 Territory Black	.33
Low Quarter	
60,000 Territory	.36
40,000 Territory	.36
3,000 Territory, Black	.30
Original Bag	
35,000 Colorado	.50
13,000 Colorado	.48 1/2
360,000 Montana	.58
3,750 Texas	.61

Pounds	Clean price
5,000 Texas	.61
125,000 Territory	.54
250,000 Arizona	.46 and .51
178,500 Utah	.49
11,000 New Mexico	.53
45,000 New Mexico	.49
47,000 Montana	.55
9,000 Idaho	.50
13,000 Idaho	.52
5,000 Colorado	.52
23,000 Texas	.54
10,400 Utah	.50 1/2
6,000 Utah	.47
7,500 New Mexico	.48
13,600 Nevada	.47
32,300 Colorado	.48
Texas and Fleece	
5,800 Carbonized Texas	.51
17,000 Indiana Delaine	.55
38,000 Indiana, French	.51
1,100 Wisconsin, Delaine	.52 3/4
35,000 Cho. 8 mos. Texas	.48
8 mos. Texas	.45
1,000 Scoured 10-12 mos. Texas	.66
500 Michigan, 3/8	.37 1/2
12,000 Missouri, Fine Dry	.42 3/4
6,100 Indiana, Fine Burry	.42 1/2
2,200 Med. Fine Burry	.34
19,000 N. D., Fine Burry	.40 1/4
2,000 Scoured Texas	.48
500 Carbonized Texas	.59
39,000 Missouri, Fine	.50
5,000 Missouri, 1/2 Blood	.48 1/2
17,000 Virginia, 1/4 Comb.	.37
3,000 Minn., Br. 3/8	.43
6,000 Indiana, 3/8 Clo.	.41
5,300 Wisconsin, Med. Black	.30
20,000 Iowa, Semi Br. 1/4	.37
2,000 Scoured Texas	.42
10,000 Scoured Std. Texas	.35
4,100 Fine Heavy Fleece	.56
2,200 Texas, Burred	.28
1,400 Scoured Texas	.52
2,000 Virginia, Med. Grey	.29
11,500 Iowa, Med. Black	.30
2,000 Minn., Med. Black	.31
200 Michigan, Fine Black	.40
1,100 N. D., Fine Black	.40
16,000 Dakota, 1/4	.37
2,500 Scoured Texas	.54
100,000 Iowa, 1/4	.36
10,000 Scoured California	.45
4,000 Missouri, Med. Black	.29 1/2
6,000 Missouri, 1/4 Black	.30
1,500 Missouri, Fine Black	.42 1/2
2,500 Scoured Texas	.44
2,200 Indiana Low Burry	.25
2,800 Dakota, Low Burry	.24 1/2

Tops

Wt.	Grease
Wool	
700 Fine Black Oil	(2,000) .68
10,000 Fine Dry	(28,500) .77
200 Texas Top	(600) .72
250 1/4 Bld. Oil	(800) .50
12,000 Mohair	(15,000) .31
6,000 Sht. Kid	
Mohair	(7,500) .60
62,000 Fine Dry	(177,000) .85
2,700 Fine Oil	(7,800) .78
16,000 Std. 3/8 Oil	(38,000) .51
300,000 Fine Dry	(857,000) .70
2,000 Sht. Dry Tex.	(6,500) .67 1/2
1,000 Super Kid	
Mohair	(1,333) 1.10
125,000 Fine Dry	(400,000) .75 1/2
5,000 White Kid	
Mohair	(6,700) .80

Government Wool Studies

AN analysis of the weights of more than 2,000 fleeces produced at the United States Sheep Experiment Station, Dubois, Idaho, from 1925 to 1927 showed that, of three breeds studied, Columbia sheep produced the greatest weights of wool, averaging 4.24 pounds of clean wool per fleece as compared with 3.78 pounds for Rambouillet and 3.60 pounds for Corriedales.

In a study of fleeces at the same station it was found possible to predict, with a fair degree of accuracy, the grease content of fleeces produced by individual sheep in succeeding years when the grease content of their fleeces as yearlings was known. Thus it appears that the grease content of the wool of yearling sheep is maintained with but slight variation in succeeding fleeces sheared from the same sheep provided they are produced under similar conditions of feed and climate. * * *

Studies of the possibility of determining the yield of clean wool of fleeces, by compressing unscoured wool of known weight in a metal cylinder under definite pressure to obtain the volume per unit of weight, indicate that this can be done with reasonable accuracy. The method is more nearly accurate than the usual yield estimates of expert judges. * * *

(From the Report of the Bureau of Animal Industry.)

Use of Public Lands by Grazing Association Under Control Interior Department

An Address by W. S. Wade, Chief of Field Division, General Land Office, Helena, Montana, before the National Convention, January 13, 1932

AS you perhaps know, Congress has only authorized two grazing districts on the public domain to be administered by the General Land Office—First, the Mizpah-Pumpkin Creek area in Montana, 1928, and the Owens Valley project in California in 1931.

On March 29, 1928, an Act of Congress was approved authorizing the Secretary of Interior to enter into cooperative agreement or agreements with the State of Montana and private owners of lands within eight townships in Custer County, Montana, lying between Mizpah and Pumpkin creeks, whereby such lands and lands within the same area belonging to the United States might be jointly leased for a period of not to exceed ten years to stockmen owning lands within or adjacent to the said area, under such rules and regulations as the Secretary of the Interior might prescribe, and to enter into an agreement and issue such a lease to a regularly organized association of such stockmen as would fulfil the purpose of the act.

Pursuant to the provisions of said act, the Mizpah-Pumpkin Creek Grazing Association was organized on April 18, 1928. The constitution and by-laws were drawn up and approved, making provision for the officers of the association, consisting of president, vice president and secretary-treasurer. An executive committee consisting of the president and six other members of the association were selected by the members.

Members of the association must

reside upon or adjacent to the area, sign the constitution and pay a membership fee of \$5.

A member is allotted the privilege of grazing his pro rata number of stock upon the area, by the executive committee. The allotment is based upon acreage of land owned and the amount of winter feed produced by the member, who must own and in ordinary years produce sufficient winter feed to carry his breeding stock through the winter.

Management of the grazing district is vested in the executive committee of the association, subject to the approval of the Secretary of the Interior. Under the plan, the association assumes responsibility for all operations, counting in and out the livestock, construction and maintenance of improvements, collection and disbursement of all moneys. It will be noted that the above places entire management with the stockmen.

In case of controversy which cannot be settled by the executive committee, the matter is referred to the Chief of Field Division of the Interior Department, General Land Office, for his decision, from which an appeal may be taken to the Commissioner of the General Land Office and Secretary of the Interior.

The form and terms of the leases and agreements as well as the constitution and by-laws prepared by the stockmen, have received the approval of the Secretary of the Interior.

Ownership of land within the district is approximately:

Northern Pacific Ry. Co.	41%
Private owners	29%
State of Montana	5½%
Federal Public land	24½%

The association has not leased the state land within the area, as the minimum rental the state can charge under its laws is \$40 per section, which is in excess of its value for grazing purposes. However, in view of the provisions of the act creating the district, the state is authorized to exchange its lands within the district for public lands outside the district and when this is accomplished, the lands now owned by the state will automatically become public lands and under the approved regulations will be leased to the stockmen as public lands at \$20 per section.

The association has, under a ten-year lease, all of the railway lands and all of the individually owned land that the owners care to lease, which comprises at least 80 per cent of the individually owned lands.

More than 3000 acres of privately owned lands within the district have reverted to the county for non-payment of taxes. Last year the association organized within its membership a holding committee consisting of three of its members, and purchased the delinquent lands from the county and leased them to the association.

The public lands in the district, being the remaining portion of the public domain, are, as might be expected, of less relative value than the railway and privately owned lands, and should logically have less rental value. Up to the present time, the

association has not been charged with any annual rental for the public lands. By mutual agreement with the association, the lease rental for the public lands has been fixed at \$20 per section, and that mutual agreement has been approved by the Secretary of the Interior.

The lands within the grazing district are mostly broken bad lands with some rolling prairie. The soil is relatively poor quality as a whole. The area is very poorly watered, except in the immediate vicinity of Mizpah and Pumpkin creeks, there being bodies of land as large as four to six miles square without water. Under these conditions it has been necessary, for the proper development of the district, that reservoirs be built to store the melting snow water for use during the summer grazing period.

The by-laws of the association provide that the Secretary of the Interior establish a minimum and a maximum carrying capacity, but by mutual agreement between the association and myself, for the first year we had upon the area about 2400 head, cow unit, and from time to time since have increased that number. At this time the area will carry and fatten 4500 or more head, with continued improvement in sight.

It is also provided in the by-laws that the Secretary shall determine the grazing fees; this he has never done, as the association at all times has fixed the fee per grazing season. The first year it was fixed at \$1.50 per head, cow unit. Since the first year the rate or fee has been fixed at \$1.25 per head.

It is estimated that with the continuance of improvement in conditions, this annual fee will be reduced to \$1 per head, or less. This estimate takes into consideration an annual rental to the government for the public land as well as the established rental for the leased lands. These figures compare with the rate per head on the Custer National Forest, in the same county, at \$1.13, where no rentals of any kind are paid.

During the year of 1929 the asso-

ciation built 18½ miles of four-wire fence upon steel posts eighteen feet apart. This fence joined with other fences on the boundary which we repaired for the privilege of joining and would have cost at the prevailing rate of wages paid for labor, approximately \$5500.

During the years 1929-1930 and 1931 we constructed 60 reservoirs and developed a number of seepages into springs, a total of 67 water holes. Although 1930 was a dry season in this area, and 1931 the worst drouth we have had in many years, we have numerous reservoirs containing from 10 to 15 feet of water therein. These reservoirs have a cost value at prevailing wage scale of more than \$6000. Cost of poisoning gophers and prairie dogs over the area was about \$900. Total value of improvements placed upon the area to date is approximately \$12,400.

It was the understanding between the association and the Chief of Field Division, in the beginning, that said Act of Congress was an experiment along range development lines; that the General Land Office would do its part in assisting them to the desired end; that it was not the intent of the General Land Office, or its representative, to take over the management of this business, so long as they earnestly endeavored to carry into effect the intent of Congress in creating the grazing district.

At this time there is but one additional improvement of any great cost that we contemplate. In the spring we are going to build either one or two dipping vats. At our spring meeting it will be determined whether or not one vat will be built on Mizpah Creek and one on Pumpkin Creek, or one large vat centrally located.

An interesting development in connection with the operation of the district is the association purchasing committee, which buys bulls, cottonseed cake, salt, etc., in large quantities resulting in substantial saving to members.

The association has paid a lease rental upon all of the railway land

within the area comprising 41 per cent and upon at least 80 per cent of the privately owned land. It also has placed permanent improvements upon the area to the value of \$12,400.00.

On November 11, 1931, the date of the association's last meeting, they had no indebtedness whatsoever and did have \$1,250.00 cash, in the treasury of the association.

The cost of administration of this by the Interior Department, since the passage of this act has been well under \$200.00.

It may be stated that the experience of the Mizpah-Pumpkin Creek Grazing District has been so successful that some 25 other projects of similar character are under consideration in the State of Montana. Two associations have organized and made application for the withdrawal of 500,000 acres, which withdrawal has been made by Executive order, at request of Congressman Leavitt, pending legislation by Congress.

Due to the large number of applications for special acts of the above character, at a meeting of livestock producers at Miles City, Montana, on November 11, 1931, Congressman Leavitt was urged by the livestock industry to endeavor to secure passage of an act making all public land in Montana applicable to control of grazing along same or similar lines as the Mizpah-Pumpkin Creek area. Such a bill was introduced on December 8, 1931, being H. R. No. 4606. The features of the bill are in a large part the same as the act creating the Mizpah-Pumpkin Creek area with the additional provisions that public lands may be leased to associations or individuals, with the further provision that 75 per cent of the rental fees of the government lands be paid to the county in which the lands are located for the benefit of schools and roads. There is also a provision in the bill authorizing exchange of lands of equal value, with the state, railroad and private owner, which

will enable all owners to block their holdings.

The organization of such grazing districts provides the essential condition necessary to the production of livestock in most of the western public land states, namely, first, control of sufficient land to produce winter feed for four months; second, control of sufficient range for the seven or eight months' grazing period.

Nineteen thirty-one was one of the severest drouth years Montana has known. Practically all livestock producers in the eastern half of the state were compelled to ship a large part, if not all, of their stock in June and July, due to the fact that there was no feed or water on the unprotected range. This condition was not true upon the Mizpah-Pumpkin Creek grazing area. This area delivered its livestock population fat and ready for market; its spring calves averaging about 450 pounds. The breeding stock remained upon the area until December 1, the date fixed by the association that all stock should come off until April.

The Owens Valley Grazing Reserve in California is administered along somewhat different lines, in that individual allotments of land are made to the stockmen instead of the area being ranged in common. There are 500,000 acres of public domain land in the California grazing reserve. Stockmen have already requested that additional areas of approximately 500,000 acres be added to this reserve.

It is my understanding that the stockmen of Utah, Idaho, Colorado and Oregon have filed applications for the establishment of grazing areas similar to that established in Montana which will cover approximately 10,000,000 acres of public domain grazing land.

This undertaking has demonstrated, beyond any question of doubt, that the livestock producers are capable of conducting their own business, and administrating the range allotted them under long term lease, without intense supervision.

The Sheep Industry in Russia



Buying Sheep in Far Away Turkmen Socialistic Soviet Republic
(Formerly Known as Turkestan).

THE readers of your paper, particularly those who have done some business with the Soviet Government several years ago when they were buying considerable live stock in this country, will undoubtedly be interested in the recent reorganization of sheep husbandry in Russia. As most of your readers know, about seven years ago the Soviet Government organized a sheep breeding trust called Ovzevod which had complete charge of all the sheep raised on the Soviet farms (Sovkhozi). Last November the Commissariat of Agriculture (Narkomzem of U. S. S. R.) decided to sub-divide the sheep breeding trust into fifteen different trusts which are located in the various geographic centers, as follows: Samara, Saratov, Rostov-on-Don, Kharkov, Novosibirsk, Tashkent, Alma-Ata, Petropavlovsk, Uralsk, Tiflis, Svedlovsk, Simferopol, Khabarovsk, Voronej, and Irkutsk.

By examining the above you will find that these are located in various sections, starting with the northern and central part of Europe, Crimea, Ukrania, as well as Central Asia and

Siberia. In each one of the above mentioned cities is located the trust of that particular region, which looks after all the Soviet sheep farms.

In Moscow is located a central office of all these trusts, but each trust is responsible for its doing and must show profit. The Moscow office is just a central office in Moscow for the dissemination of information.

In addition to these sheep trusts there is also a special section devoted to sheep husbandry in the Federation of Collective Farms (Kolkhozcentre) with headquarters in Moscow.

While the Soviet Government has not purchased any sheep in this country for the last three years, it has been importing some from South America, Australia, and Germany, and undoubtedly some sheep will be imported in the future from this country also if suitable terms could be obtained.

In addition to the reorganization of the Russian sheep breeding trust Ovzevod into fifteen different regional trusts, there has recently been established in Russia, under the

auspices of the Lenin's Academy of Agricultural Sciences, two distinct research institutes of sheep husbandry, one for the European part of U. S. S. R., located in Northern Caucasus, and the other one for Asia is located in Alma-Ata.

The European institute has under it six regional or zonal experimental stations. They are located as follows: North Caucasus, Central Black Sea Region, Ukraine, Caucasus, Kalmik Region, and Bashkir Region.

The Asiatic institute has five zonal or regional stations, three of which are located in the section formerly known as Turkestan and now divided into three distinct republics, namely Uzbekistan, Turkmanistan, Kazakhstan, and two stations in Siberia.

In addition to these research institutes there have also been recently established two universities or colleges specially devoted to sheep breeding. One is located in Moscow and the other in Alma-Ata.

The above gives an idea of the importance of sheep husbandry in development of Russian agriculture.

The sheep breeding trusts, the Commissariat of Agriculture, and the Federation of Collective Sheep Farms publish a monthly journal, Sheep Husbandry (Ovzevodstvo). This journal, like all other central agricultural journals, is published in Moscow by the State Publishing Agricultural Press, but it is edited by the above mentioned organizations.

New York

J. W. Pincus

"Pinetrel"

FOR many months the National Wool Grower has been carrying the advertisement of the American Turpentine & Tar Company of New Orleans. The product we offer is a fly repellent and last year was sold under the name of "Pinetrol." For copyright purposes the name has been changed now to Pinetrel, but the quality of the goods is exactly as heretofore manufactured.

American Turpentine & Tar Company, Ltd.

From An Old-Timer

THE sixty-seventh anniversary of the National Wool Growers Association has rolled around and many of the old faces are missing; they are either dead or retired from active business.

This 1932 convention brings the fourth major depression or panic, or whatever you may call it, in my 55 years' experience behind the woolies. The first one was in 1873-82, when wool brought 10 cents at the shearing corral. Here in California in those days there was little market for mutton. Sheep were raised mainly for wool. A two or three-year-old ewe with 12 months' wool on in the spring, at the shearing corral, would be worth around \$3 a head. The wool was not worth more than 50 cents a head.

The second period of depression was that of 1893 to '98. Many of our present sheepmen still remember that panic. At that time I was in Utah and Idaho and the surrounding country. In 1894 I sold a clip of wool at six cents, f.o.b. Arimo, Idaho, and got \$1.35 a head on a 48 per cent top cut on my lamb crop.

The third panic was that of 1921, which every one remembers, and the fourth one is now on. How long it is going to remain, no one seems to know.

Three of these major depressions have occurred in Republican administrations and one in a Democratic, so it looks as if the depressions will hit like a bolt of lightning, without warning.

The only advice I can give you is to look up in the Old Testament the story of Joseph and his interpretation of King Pharaoh's dream of the seven fat cattle and the seven lean cattle and compare it with your own time.

If any of you come to Oceanside, Calif., please call at 210 N. Hill Street and try some of our Chili Con Carne, Chili Beans, and everything else you want except "Dough." Oceanside, Calif. J. J. Achin.

Canadian Sheep Affairs

HOPE you American stockmen are not finding it as hard to stay in the business as some of us Canadians. One year without the business showing any profit is not so bad, but two years is almost too bad, especially with the prospects of the third year being no better.

We have been blessed by having a fairly mild winter here, some cold snaps, but nothing worse than 38 below, once or twice, and about eight or ten days at 20 below. The snow has been about four inches deep most of the time and no crust, but for all the feed under it, the crust would make no difference. There was no rain last summer, with the result that there was no grass on the range. Luckily feed has been cheap this winter, with alfalfa hay selling at about \$4 in the stack and plenty in sight. But \$4 looks about as \$16 did in 1928 and harder to get.

Wool shipped to the Canadian Co-op in 1931 drew an advance of 4 cents a pound. Don't think it will bring more, or at the best not much. Lambs sold off the range last fall brought about \$3 a head. About 50 per cent of the range lambs went into feed lots in the irrigated districts, mostly to farmers, and as far as can be found out, they would have been better off if they had left the proposition alone. We understand one of our largest packers who has operated large feed lots for years is shipping out fat lambs to sell on the open market at eastern points.

Cattle are no better, and hogs are, if anything, worse. But wheat seems to be gaining slowly, and if it continues to go up until it pays Canadians to raise it, the livestock business will pick up in proportion. The government has been making a survey of the sheep industry through the Economics Branch the last three years, and I understand the opinion seems to be that the sheep industry in Alberta, or the range end of it, will have to go under, unless times change soon.

Calgary, Canada Jack Canuk

Your Problem and Mine

By Col. Chas. F. H. Johnson, President, Botany Worsted Mills, Passaic, N. J.

An Address Transmitted by Telephone from Passaic on January 13, 1932, to the National Wool Growers' Convention in Salt Lake City.

FOR the second time in two years I am compelled to change my plans and forego the pleasure and privilege of meeting and talking with you, but I was determined if I could not talk with you I could at least talk to you.

My contacts with the officers of your various associations and cooperatives have ripened many warm friendships which I value highly, and opportunity has been given me to understand your trials and also to give you a clearer understanding of our difficulties.

Constructive, sympathetic thinking on our joint problems will make for happier and more productive solution. It is a healthy sign, in my judgment, when you, the producers of the raw material, want to know something about the thoughts of your customers.

Progressive business men today when viewing their own problems must know what their customers are thinking about, their ability to consume, and the type of product wanted. There naturally follow questions of markets and distribution, and whether your customer is getting the full service you can give, or is he handicapped by conditions over which he has only partial control and where you might be helpful.

You raise sheep. After all, you do not raise them for the children to play with or as household pets. You have a very definite purpose, and that is to grow wool and dispose of it. The grouping of which I am representative are your customers. The American manufacturer of woolen products is your outlet. He is the one that you are vitally interested in, because the American wool or mohair grower has no such thing as a foreign market.

Our domestic clip represents approximately 10 per cent of the world total. It is not in a position to compete in any

way with the other 90 per cent in any market outside of the American market. Therefore, it is essential that the American market be fully preserved for you, so it can absorb your product profitably to you and to itself.

Of what value is it to you if raw wool is protected against competitive foreign wools if the American manufacturer of woolen products finds himself unable to meet the competition of foreign products made with cheaper labor, depreciated currency, carried to these shores at low rates

in foreign bottoms, and laid down on American counters at prices lower than his cost of production? I am at a loss to understand why suddenly the question of the protection of America, Americans, and things American should be even debatable. Why the tariff, which in 1928 was the battle cry of one of the great parties, a question so fearsome for the other party that it was careful on all occasions to advocate protection, should now suddenly, after three years, be charged with all the ills of the world. As a matter of fact, had that tariff not been in existence for the past three years, this country would have been unable to market domestic wools; it would have been flooded with foreign made goods, and irrespective of the arguments of all foreign groups, I am definitely of the opinion that our unemployment would have been many times greater than it is and that the only saving factor from complete disaster was the protective influence of the American tariff which helped to keep the American dollar stable, the American producers working and the American home safe to the degree it has.

You have heard so much about this being a tremendously unfair tariff, that it is outrageous, that it is much higher than any tariff that this country has ever put into effect, you will be interested in an editorial in the Passaic Daily News of September 28, 1931, which showed very conclusively that much of this wild talk is plain bunk. I will take the liberty of quoting that editorial in the interest of "Truth in Tariffs."

"Official figures assembled by the Tariff Commission show that the average rate of duty collected upon all imports, free and dutiable, under the last seven of our tariff laws was as follows:

COL. CHARLES
F. H. JOHNSON

"NOT so long ago, Col. Charles F. H. Johnson was looked upon as the 'Peck's Bad Boy' of the woolen industry by the all-too-important conservative element in the field. Here was a man who—wonder of wonders—had the courage to voice enlightened opinions; who had the daring to emerge from the cloistered confines of a reactionary trade and storm a seemingly impregnable fortress of stagnating and venerable tradition."—The Garment Trade Authority.

Col. Johnson became quite widely known to western wool growers' associations and individual sheepmen last fall through his work as chairman of the general committee in charge of National Wool Week. He is a strong believer in, and ardent advocate of cooperative effort. This spirit of cooperation he has engendered in his mill, for he maintains that "simply because a worker is on your payroll, it does not necessarily follow that he is your adversary." The National Wool Marketing Corporation has his strong support. To him it "stands out like a ray of sunshine, as the most constructive activity within this (wool) industry in the past decade." Likewise the National Wool Growers Association has his praise. In a recent address before the Philadelphia Textile Association, Col. Johnson commented on the sheepmen's national organization in this way:

"The National Wool Growers Association has lived because it has not only been representative of the necessity which confronted the farmer of protection of his product against foreign competition, but with the changing of conditions and times, with the changing of trade relationship this association succeeded in bringing about among the growers of this country a real cooperative effort, and awakened within their hearts and minds the conviction that through cooperation would come their eventual salvation. They have exercised more intelligence and shown more leadership than any other grouping in our industry, which is very much to their credit and decidedly to our discredit. They have proven their ability to meet new marketing conditions and also to be able to secure through their cooperative effort that recognition from the government of their problems, which is so lacking so far as the balance of the industry is concerned."



"McKinley Law	23.0
Wilson Law	20.9
Dingley Law	25.5
Payne-Aldrich Law	19.3
Underwood Law	9.1
Fordney-McCumber Law	14.0
Hawley-Smoot Law	13.7

"So it appears that instead of being 'the highest tariff law ever enacted,' as its critics, either through ignorance or through willful perversion of the facts, declare, the Hawley-Smoot law is the lowest of five out of the six preceding tariff laws.

"But there are some who insist that the true measure of a tariff law is the average of the rates on dutiable imports alone. Very well, let us apply that test.

"Turning again to figures compiled by the Tariff Commission we find the average of the rates on dutiable imports alone of our several tariff laws to have been as follows:

"McKinley Law	48.4
Wilson Law	41.3
Dingley Law	46.5
Payne-Aldrich Law	40.7
Underwood Law	27.0
Fordney-McCumber Law	38.5
Hawley-Smoot Law	44.8

"So here again we find that the Hawley-Smoot law, instead of being the highest, is third on the list, its average dutiable rates being exceeded by both the McKinley bill and the Dingley law.

"By no test that can be applied, therefore, can the present law be shown to be 'the highest ever enacted,' and the critics who make the charge are completely discredited by the facts."

You perhaps ask yourself, why talk so much about the tariff—that is politics. Perhaps it is, but it is also business and very, very close to you and me. I have traveled considerably in Europe, not in the usual way of hopping off a steamer into a taxi cab to a big hotel and back again, listening to things that were considered good for me to hear, but rather by getting into small towns and visiting the plants and talking with people directly and in a closer way perhaps than one gets to them under ordinary conditions.

I do not find much difference in their ability to produce a given number of pounds of yarn or yards of goods in a given length of time; I do not find that they are handicapped by machinery poorer than our own, but I do find that their rate of wages is on a scale that is very considerably below our own, that their hours of labor are far beyond ours, and their raw material is purchased and their labor paid for with a depreciated currency. It looks to me as though the user of your goods is facing a condition under which the candle is burning on both ends against him and he might better be an importer, without the factory problems, labor costs, etc., than to attempt to compete with such wages, hours and cur-

rency. I do not believe there is an American manufacturer who is not ready and willing to compete against any sort of equal competition, whether it be American or European.

We have fooled and deluded ourselves with stories of wonderful foreign markets, which in my judgment do not exist so far as any competitive article is concerned. We forget that most foreign sales consist of goods covered by patents or surpluses sold at less than domestic cost of production. There are some who have tried to create in our minds the impression that we were supermen and that there was a fetish of some kind that went with American goods that was in line with the art of pulling rabbits out of a hat.

I believe there is a growing realization in many quarters that a large part of these ideas are unsound and we are returning to an understanding that our real progress is tied up with the protection of the American farmer, worker, manufacturer, and our own markets.

The tariff today is nothing more than the equalization between the European and American labor costs. Certainly you would not advocate placing American labor on the wage scale of Europe. No American manufacturer would want such a thing, and American labor, if I know it right, would not accept such a condition. It would demand of its Congress and of its Senate that security which today the tariff gives.

We hear much talk of so-called retaliatory tariffs. Most of you who have traveled through Europe during the last ten years know that on the kind of things they feel they have competition the various countries at all times have had duties. Some of them go so far as to prohibit some things entirely. Europe, aside from such protection on competitive products, has always had and now has in low labor costs and money of uncertain value, a higher protection than any law that we could write.

The fact remains that most of the real profit in this country comes from its products and from within itself, and it would seem to me that you men and women of the West who are so interlocked with us of the East, must recognize that no good will come of listening to false prophets. The tariff is not a boogaboo—it is not magic either—it cannot do the impossible, but I contend and repeat that had a tariff not been in existence during the past three years, when the world has been facing catastrophe, our country would have been far worse off and unemployment would have been far greater.

Perhaps I am talking too much tariff, but I feel very keenly that it is a question which is bound up very closely with your welfare and mine. More than 90 per cent of our production is absorbed by ourselves, we live on our own fat, so to speak; the other 10 per cent is either patented articles which foreign trade must accept to get at

all, or surplus American production. Of what value is that foreign trade if we destroy the buying power of our American market through the transfer of our manufacturing activities to Europe, either by the lowering of the tariff or the creation of American plants abroad to make American products abroad with cheap European labor, thus displacing that much foreign trade, thus reducing that much American labor and with the removal of the protection of the tariff shipping back to America the very product our labor has a right to expect the opportunity to create. Of what value are our standards of living or of wages if we handicap them by destroying the only reason why they exist today—the protection given by the tariff.

About two years ago I was persuaded by my good friend the Honorable Franklin W. Fort, to accept appointment as what is termed the advisory manufacturer member of the Advisory Committee of the Farm Board—quite a mouthful to swallow all at once. I accepted my appointment with the usual misgiving and knowledge that nobody wants advice, and that advice given for nothing is generally worth as much, but I was also tremendously interested in the new experiment. I had all of the natural doubts prevalent in the East, which I later gathered many of you had in the West, as to the efficiency of the Farm Board. I had the common reaction of the average Easterner against such things as equalization fees, farm boards, the government going into business, particular subsidies, or the financing of one industry as against others, but I entered upon the duties with a feeling that I would like to know more about the problem and you, and would try to do it with an open mind, learning why it was you felt it meant so much to you.

Could it be perhaps that we did not understand; was it that we were blinding ourselves to certain factors which were fundamental to you, and if so, it was our duty to learn more of what it was all about. As I got to know you and your aims I understood better, respected your viewpoint more, and I began to have a realization that there was need of education on both sides, for mutual understanding and perhaps your advisory member might prove helpful that way if in no other.

But much as I tried, I have not quite yet been able to learn to my satisfaction what you might think of me if I, after studying my markets as a good business man should, and finding that people no longer wanted a particular type of goods or so much of it as in the past, and then in the face of that knowledge insisted on going ahead and manufactured the goods, finally finding them on my shelves because of an overproduction far beyond what prudent judgment would dictate.

I gather from my talks with you that you would consider me foolish, and would say, why did you manufacture these goods

when you knew the market would not absorb them?

Now that all sounds very foolish, and you would tell me I should control my production better, but yet, when you are asked why you do not control your crop of corn, wheat, wool, or what have you, you don't like it. If we went to Congress and said, we have made five million yards of a particular type of cloth which the market will not absorb, and we knew it when we started to manufacture, but we had to keep going, so we made them, and to sell them we will have to take half price; therefore we think you should put through a bill to equalize that differential and give us the other fifty per cent to protect us against loss. What would your answer be and what would you think Congress ought to do?

I do not expect you are going to like what I am saying now. I am not saying it for the purpose of argument, but rather to make you think and understand why there is objection to the equalization fee and similar plans. You have to meet the very argument I have in a rough way sketched for you, believing you will find it less difficult to understand those who object to your producing more than the market demands, and then expect somebody else to pay for what the other fellow feels is your refusal to use good judgment.

You wool growers are to be congratulated on the fact that you are meeting this problem with courage, and I believe have succeeded through your marketing corporation in avoiding much grief not only to yourself but to your customers.

I have told associates of mine if we tried to understand rather than criticize the activities of the Farm Board we might find it had held our market stable and through you and your cooperatives helped to keep at least one commodity sound. The Farm Board represents a trend of thought of a tremendous section of our country, closely associated with us in business, and I feel that rather than criticize everything it does, it is better to learn something of what it hopes to do and see whether there is perhaps something good, rather than constantly endeavor to find only the bad.

I have watched the experiment on the wool and mohair side with great interest, and I believe it has not only been helpful to you but also to the wool dealer who would have faced complete chaos, and the manufacturer who has been helped by a greater steadiness of his commodity price; a steadiness which is most essential.

I do not believe that many of us have given proper thought to the questions which drove you, as growers, to each other, on the basis that in union there was strength. I have listened to some draw the picture of the concentration of buying ability into the hands of a few, with the ever increasing difficulty of the large unorganized mass of growers to get a price, and how, finding

yourselves played one against the other, in sheer self-defense you had to join forces to create a combined marketing effort with which to combat a constantly more centralized buying power.

I could readily understand your point of view. I could understand why, in the course of events and the changing conditions, that rather than less of this sort of thing the future probably holds forth more of it. Naturally some one is hurt. That has been the history of every movement, and the problem that confronts us today is whether there can be an understanding whereby the damage to the individual in between can be prevented, or minimized. We are not going to correct things by calling them names, nor solve our mutual problems by recrimination. Sane business dealing with each other will come through a willingness to understand each other's problems, and that goes for us as well as for you.

Statistics are not things one likes to quote, but I am going to ask you to look some over yourselves. You have an enlightening time coming to you. Certainly the cotton and grain groups deserve credit. They knew what they wanted when they wanted it and got it, and you in the wool group, a truly important section of the industry, would be lost in the picture were it not for the fact that one of the hardest worked men in the country took it upon himself to help you, and I am speaking of the Chairman of the Farm Board, Mr. James C. Stone.

I do not agree with everything he stands for by a jug full; I am not sure whether the Federal Farm Board is the real answer, but I will sympathetically work with it until something better is brought forth or it has proven its value. I have never known any one who devoted himself more to the job he has undertaken, and if Mr. Stone is indicative of the spirit back of the Board, such sincerity of purpose and sincerity of effort must get results somewhere, but I most emphatically feel you should have direct representation on that board.

Your experiment has been undertaken under the worst possible conditions. You have faced a constantly falling commodity market. Against this handicap any kind of a showing was almost impossible, yet there has been progress, which all of you recognize, and which even your most bitter critics admit.

Please accept what I say in the spirit in which it is said. I am tremendously anxious that we, your associates in the East, should thoroughly understand why you should want certain things, and that you in the West should understand our problems. If we meet on that kind of a give and take basis we will find many compromises of a constructive nature.

Last August your National Wool Marketing Corporation called a meeting at Washington which, in spite of many discouragements, followed through with other

meetings in New York and resulted in bringing together for the first time in its history the entire woolen industry in one of the greatest merchandising efforts that the industry has ever attempted, in fact the only one which has been done cooperatively, a National Wool Week. From a slow start to a great windup. From a beginning where a common expression was "It can't be done," the windup was that "Here it is," and you growers and your many friends in the farming communities should feel particularly happy in that the Great West and Middle West proved itself alive to the fact of its own value as a consuming public, realized what local promotion meant and your enthusiasm became so contagious that before the campaign was far under way many who had viewed it with a certain degree of skepticism, conceded that it might have value. Now that it is all over, it is interesting to note that out of this campaign has come a new view and that instead of being fearful of working together in a common effort to meet merchandising and other problems, many of the more forward-thinking men in the industry in Boston, Philadelphia and New York are discussing the value, necessity and the method whereby there can be a constructive follow-up of the efforts you so clearly showed could be effective.

There is more thought at the present moment than ever before in the industry as to the best procedure for a united effort toward putting wool forward into its true place in the minds of the American public as probably the most honest product the American housewife can buy,—not adulterated, warm enough to be protective in the winter and cool enough to prevent ills from sudden chills in the summer, and now, through the ingenuity of the American manufacturers, produced in such filmy fabrics and lustrous cloth that every woman will want to wear it and at prices that meet her demands.

May I say to you in closing that I hope the good work you started last August will be merely the first step toward a better understanding of mutual problems, to a better realization of how an industry joining hands enthusiastically can be helpful to itself and I am hoping that before your convention closes you will create a committee or will request your National Wool Marketing Corporation to work out a method whereby the various organizations in the industry can be brought into common contact for discussion of mutual problems, honestly, fearlessly and with benefit to all concerned.

We have all lived through a period which has tried men's souls, where many have felt that patience had ceased to be a virtue, where we have tried to lay our own burdens on the shoulders of others, particularly upon government and those in high places, and then blamed them because they were not magicians. We have listened to many

(Continued to page 40)

The Lamb Markets in February

Chicago

FLUCTUATIONS of \$50 per car within a few hours featured February lamb trade. At intervals the market fairly ran amuck, slumping as rapidly as it had previously soared. On one occasion, early in the month, the top went to \$7.40 when one of the big killers jumped the traces. What happened merely demonstrated the truism that expectancy rarely materializes.

Late January markets were ominous of impending trouble; what occurred was exactly the reverse. Dressed trade was healthy, supply around the market circle somewhat less than in February, 1931, and whenever packers had a misunderstanding or a few shipping orders appeared on the horizon, prices were boosted. What may be considered an aggravating phase was a series of matinee markets on which all or the bulk of the day's offerings changed hands. Criticism of this will be modified when results are considered. Frequently packers stood pat for lower prices until late in the day, finally coming across with a 25 to 50-cent advance; on other occasions the daily battle ended in a draw, packers occasionally dictating the selling policy. Whenever a few eastern orders materialized, packers yielded to the inevitable, took their medicine and paid more money.

The whole trade from beginning to end was in striking contrast to events elsewhere in the livestock market, hog trade dragging in a rut and the cattle market steadily sinking to lower levels. Lambs could always be sold on the day of arrival, hog holdovers were usually heavy, while a clearance in the cattle market was a notable event.

The sensation of the month occurred during the first week when the three big buyers got into a squabble over numbers. On February 5 the head buyer of one outfit,

THE lamb trade, viewed broadly, presents the brightest spot in the livestock picture today. Lambs constitute the only class of stock that is even doing so much as pay for its keep. Were it not for the low price at which dressed beef and pork sold during February, fat lamb prices would likely have gone even higher than they did. As it was, packers had their hands full keeping prices within reason.

As a result of the way the market has behaved lately, there is more confidence apparent in the lamb trade now than has been the case for months. No one looks for any sensational advance so long as beef and pork remain low, but neither does anyone expect prices to work lower for any length of time.

Prospective supplies for the next month to six weeks are moderate to light. The California run will be lighter and later than a year ago and, taking all things into consideration, the consensus of opinion is that any sustained change in quotations should be in the way of improvement.

K. H. Kittoe.

finding himself shut out, lifted the lid, the last round disclosing a \$7.40 top, the highest quotation since October 15. But on the following Monday the top was down to \$6.85. This was followed by a period of irregularity during which the top varied from \$6.25 to \$7, but always killers had a place for every lamb available, their needs forcing them to take stock that ordinarily goes to the country for shearing. The month's business was a veritable "Merry-go-round." The usual procedure has been to engage lambs early, ride them all day and settle along in the afternoon when prices had been determined, that culmination depending on arrival of eastern orders. Whenever demand came from that quarter prices invariably responded.

The upturn the first week was anywhere from 50 cents to \$1 per

hundred. At the crest of the rise \$6.75 to \$7.25 took the bulk of the crop, a few loads realizing \$7.35@7.40. The exact nature of the rumpus precipitating this buying scramble was never disclosed, but the location of the colored brother in the woodpile was somewhat accurately guessed, being doubtless due to the arrival of fewer lambs than the previous week. Weakness followed the spurt, an omen of impending trouble.

During the second week trade ran wilder than ever. Usually the morning hours were dissipated in speculating on what the afternoon might develop, the hen holding the nest until the last minute. All that had been put on the previous week was erased. Feeders embraced an opportunity to break into the circle and grabbed a few thin lambs at \$5 to \$5.50, the kind killers took the previous week. By the end of the second week \$6.25 was the limit, although \$7 was paid earlier, \$5.75@6.10 taking the bulk. That week's market was made on a light run around the market circle, carrying a suggestion that number meant little.

The third week turned the scales in favor of the selling side. Supply was again moderate everywhere, everybody in the trade needed a few lambs, and prices reacted 25@50 cents, with wide fluctuations from day to day. The top went to \$6.85, \$6.25@6.50 taking the bulk of supply.

The final week opened with a spurt on which the top went to \$7.15; followed by a sag to \$7; thence to \$6.75. Packers were free buyers at \$6.50, taking feeder grades at \$5.25@5.75 to fill out the meat rail.

Taking the month as a whole a large share of the crop sold at a range of \$6.25@6.75. It was a battle royal from start to finish with no certainty just how the cat would

jump up to within a few minutes of marking the tickets. Hours were spent in haggling, whereupon the whole crop would be priced and weighed up in short order. Features of the month were:

Moderate supplies, although the marketward movement was somewhat irregular, contributing to the flighty price movement.

Stubborn resistance by killers to putting on a nickel or a dime, that policy being marked by more pronounced failure than for months past.

Apparent lack of consistent buying policy as evidenced by the first-week episode when one packer jumped the top in an effort to get his quota.

Free purchasing of lambs in merely good feeder flesh by killers at higher prices than country bids.

Constant evidence of healthy dressed markets, a free movement of product and a remunerative turnover.

Occasional shipping demand spurts that afforded salesmen opportunity to put on 50 cents per hundredweight.

Frequent clearance of the crop during the matinee session at sharply higher prices than killers insisted would be their limit early in the day.

A large proportion of ill-conditioned lambs in the run, making dressed cost higher than paper prices indicated. Lack of weight prevented seasonal discrimination against big lambs, 95 pounds up, which were eligible to close-to-top prices.

Colorado and Nebraska loading got under way, most of the well finished lambs coming from that quarter.

Native lambs practically disappeared, the 1931 farm-grown crop running out. Occasionally, however, a load of choice natives made the top.

Feeders were unable to secure the lambs they wanted for shearing purposes, killers asserting prior claim to second cuts of fed western bands. A few went to the country at \$5@ \$5.

Fat sheep were few, \$3@3.75 taking most of the fat ewes, a few at \$4.

A timid demand from eastern farming areas for solid-mouth breeding ewes could not be filled.

Common lambs were scarce, earning relatively better prices than fat kinds at \$4.50@5.

Contract feeders unloaded a raft of western fed lambs in various stages of finish, original owners losing money on the operation in a majority of cases.

Dressed trade wabbled considerably throughout the month, but no congestion developed in outlet channels.

Whenever they got into a jam, or found themselves in need of lambs, killers paid relatively better prices for "seconds" than finished grades, the obvious purpose being to hold down the entire crop. This had the effect of preventing development of a seasonal spread.

Open winter, with muddy corn-fields was the factor responsible for the large percentage of contract fed western lambs that reached the market in little better condition than when feeders got them.

Shorn lambs, of which there were few, sold 25 to 50 cents per hundred below wool skins.

As the winter worked along the trade has scanned the horizon for the advertised avalanche of lambs. Up to early March no burdensome supply had materialized, probability being that surfeits will be lacking. Such statistics as are available indicate that the number of lambs acquired at the 12 principal markets by feeders on the 1931 crop up to March 1 was but 200,000 in excess of the previous corresponding period and somewhat less than the average of the three previous years. Assuming that lambs went to feeders late and at light weight owing to adverse range physical conditions last season, there is yet time for a period of heavy runs, but it is doubtful if prices will be seriously disturbed. For one thing excess weight is not a handicap and whenever big lambs are able to sell close to top prices one handicap is

eliminated. There has been no incentive to hold lambs to put on weight at any time, in fact a large percentage of the crop has reached the market in deficient condition, indicating anxiety to count the money involved in the operation. Market opinion, while not favoring substantially higher prices in March and April, holds that competition will sustain the quotation list at February's basis. The outstanding phase of the trade has been packer need for numbers, indicated by engaging receipts on a packer-top-payment basis. Packer buyers have never resorted to more strenuous effort to save money on their daily purchases and rarely have they been more decisively worsted.

Medium lambs have sold, probably \$1 per hundred closer to better grades this season; 50 cents in any event because killers needed them in their business and had to meet feeder competition. This is one of the inexplicable phases of the market. The result is that few lambs have gone into feeders' hands all winter and that shearing will be restricted. A less active dressed trade would have made this narrow spread impossible. On every upturn medium and thin fleshed lambs have fared best.

No young ewes are available. Certain eastern areas, notably New York, where De Witt C. Wing is boosting the industry, are in the market for solid-mouth breeding ewes and willing to pay \$4 per hundred. Owing to low hog prices it is probable that the farming area will take on ewes during the coming season. Dairying is "shot," getting into beef cattle is a tedious process while sheep furnish easily acquired machinery to convert grass, roughage and grain into cash.

What the market may do the balance of the season, or until California cuts in is anybody's guess, but such signs as are discernible are far from unpromising. An impression is gaining ground that the 1931 western lamb crop furnished feeders with a shorter end than has been generally believed. All last summer

and fall packers were reducing lambs in no better than feeder condition to edible product, absorbing a vast number that accounted for increased slaughter figures during that period. Feeders could not buy these lambs, consequently it was a job for the killer and he did it thoroughly. As an animal can go to the shambles but once in its career, this explains the winter supply situation. Probably the 1931 crop was excessively estimated, or guesstimated, those exercising that function being disposed to err on the long side. Whatever happened winter supply has not been excessive and feeders have been unable to get the stock they needed. There are few lambs in the preparation stage in such states as New York, Ohio, Michigan, and Wisconsin; Indiana, and Illinois had shipped closely by March 1 and while Iowa still conceals a large number of contract lambs, it is doubtful if they will be sufficiently numerous to affect prices adversely. All western markets need is a little competition right along; not much but sufficient to keep regulars on the alert.

Considering a \$3.75 to \$4 market for hogs, with strings of fed steers selling at \$5 to \$6.50 per hundred, the winter lamb market has acted better than most people expected and certainly might have been worse.

J. E. Poole.

Kansas City

THE lamb market in February made the highest average price level since September and the highest position of the season on winter fed lambs. The average net above January was 25 to 35 cents and about \$1 to \$1.25 above December. However, compared with February prices in recent years the market was low, but that to a certain extent had been anticipated. Although February prices were higher than those of January the market closed in practically the same position in both months and the top price was the same, but the low point last month was 60 cents above the low of the

preceding month. On February 4, 5, 6, and 23 the top price was \$6.75. On four days the top was \$6.50; one day \$6.40, four days \$6.25; four days \$6.10 and \$6.15 and two days \$6 and two days \$5.85. The lowest point was at the middle of the month and the high points were separated by about two weeks.

One of the noticeable features of the month was the persistent fight that the buying side made to keep quotations close to the 6-cent base. On some days, to keep the market from a sharp advance, they curtailed their orders. However, when salesmen caught them short the market was forced up rapidly. At times it looked like the selling side was in complete control and in the next session killers would buy only on declines. The fact that prices for the month made the highest average of the season indicates that sellers were fairly successful. On the close of the month the better classes of lambs sold at \$6 to \$6.15; fair to good, \$5.50 to \$6; shorn lambs, \$4.75 to \$5.25 and some half fat wool skins, \$4.50 to \$5.

At no time during the month was weight discriminated against. Lambs weighing 92 to 97 pounds, quality considered, sold in the same notch with the 80 to 90-pound grades. In former years weight has drawn a strong price discrimination, but thus far this year finish has shown best in the heavy classes. This probably will be changed to some extent in the next few weeks.

The large per cent of the fat lambs was offered in full fleece. Shorn lambs drew discounts of 50 to 75 cents a hundred pounds, but as few were offered this price difference was less noticeable. In the past ten days shearing at feed-in-transit yards became more general and if the weather remains as mild in the next two weeks as in the past ten days shorn classes will make up a considerable volume. Texas lambs have not shown up in expected volume and it looks like the number put on feed was overestimated. Corn belt feeders have practically

completed their marketings and the big end of lambs brought into Kansas for winter feeding has already been shipped. Colorado and western Nebraska hold the bulk of winter fed lambs and their combined supply is less than a year ago. Feeders now have around 60 days in which to market the supply and if moved in well distributed volume as to days in the week, as well as to markets it can be turned at rising prices.

Some early native spring lambs will be available for the Easter trade. One small lot arrived in March and brought \$9.50 a hundred pounds. It is anticipated that the first shipments for the East from Arizona will be made around March 10, and others around March 15. It is estimated that no more than 75,000 early lambs will move out of Arizona the coming season. Between March 17 and June 1, 1931, Kansas City alone received 77,000 so that the Arizona supply is around 25 per cent short of last year. The California situation is uncertain though improved to some extent in the past ten days by warmer weather. On the basis of the present situation it looks as if winter fed lambs will have the market more exclusively to themselves for the next sixty days than in any similar period in recent years.

A good many contend that cheap hogs have tended to keep cattle and lamb prices down. Doubtless the abundance of pork at low prices has been a factor. However, the supply of fat hogs has already passed its peak for the winter season and the market should rally some. If this occurs the call for lambs should increase also. An intensive campaign in behalf of lamb is opening up in the Mississippi River Valley. It will be pursued vigorously for the next thirty days and should have an appreciable influence in establishing new outlets. The lower Mississippi River Valley can be turned into a broad outlet.

The mature sheep offered last month were ewes at \$2.25 to \$3.40; wethers, \$3.25 to \$4, and yearlings, \$4 to \$5. They were not available

in large enough supply to afford a fair test to values. When any were shown killers took them readily.

Receipts in February were 169,476, compared with 176,263 a year ago. For the two months this year receipts were 352,745, as against 342,422 in the same period last year.

C. M. Pipkin.

St. Joseph

ST. JOSEPH sheep receipts for February were 110,030 compared with 135,026 same month a year ago. Colorado furnished the big end of the supply, 41,542 being received from that state. Texas and New Mexico sent in around 12,000 and Utah, Idaho and Wyoming furnished several loads.

The lamb market during the month was up and down, the top ranging \$5.85@6.85, the latter price being paid on the fourth and fifth. Texas and New Mexico lambs sold largely \$5.75@6.25 with best at \$6.50. At the high time clipped lambs sold at \$6.25, with quotations up to \$5.75 on the close. On the last few days the market held steady with the top at \$6.25, bulk of lambs selling at this figure, some weighing up to 104 pounds. Feeders were in light showing throughout the month, with sales \$4.50@5.25, mostly at \$5.00.

Aged sheep were scarce and the market closed higher. Fat ewes sold on late days \$3.00@3.50, and yearlings \$4.50@5.00.

H. H. Madden.

Omaha

RECORD receipts of sheep and lambs for February were hung up at Omaha last month when approximately 263,000 were yarded. This was only 18,000 short of January and, compared to February, 1931, showed an increase of 22,000 head.

Despite heavy supplies prices worked higher during the month in all classes, although the net advance in fat lambs was nothing to get ex-

cited about, amounting to not much more than 25 cents. Prices fluctuated widely in a series of slow markets. The most encouraging thing about the trade was the fact that prices remained consistently above early-season levels.

Total marketings of sheep and lambs over the country fell short of a year ago and showed a marked decrease from January. This condition gave rise to vigorous demand for lambs on both local and shipping account most of the month.

Featuring the trade was the early spurt that carried prices to new high levels for the season. At that time top reached \$6.85 and bulk of the good lambs moved to packers at \$6.50@6.75. The peak again was approached during the last week but prices broke abruptly before the close. During the remainder of the time it was largely a \$6.00@6.50 market. At no time did the top drop below the inside price and days on which even the low end of the bulk did so were in the minority.

Nebraska and Colorado feeders supplied bulk of the February run, but states representing nearly the entire range country sent in some lambs, indicating extensive feeding operations in some parts of the West at least this winter. Quality, if anything, was better than in January most of the time.

Seasonably lax farmer interest in feeding lambs was more than made up for by strong local demand, bolstered by liberal orders from commercial feeders to the East. In the face of an advance of fully 50 cents, and in spots 75 cents, feeder shipments from Omaha totaled better than 29,000 head, the heaviest for February in 14 years. This was approximately 20 per cent heavier than a year ago.

Sales of straight feeders were scarce, especially after midmonth. Fleshy lambs suitable for quick feed, or mixed fats and feeders were most popular. Good light lambs sold around half a dollar under fleshier, strong weight grades.

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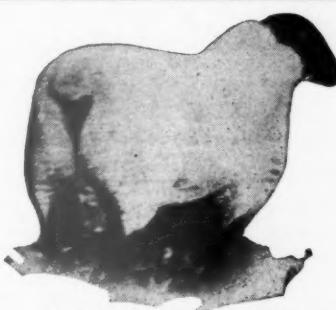
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I have for sale at Rock Springs around about 55,000 pounds of wools of the clips of 1930 and 1931, which I am offering for sale at 23 cents per pound. These wools are of excellent quality and have been very well taken care of. All f.o.b. cars.

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Seligman, Arizona



\$4.75 up to \$5.55 while mixed grades or heavy lambs on the shearing order brought \$5.25@5.90. Nothing went above \$5.75 for legitimate feeding purposes. So far as actual shearing is concerned, there is very little to encourage it aside from the more rapid gains possible with lambs out of the wool. The wool market itself is at a standstill hereabouts, with buyers talking new low prices and not bidding at all.

Fat ewes advanced 25@50 cents during the last half of February to a \$3.25 basis for the right kind. Supplies, especially after midmonth, were too light to furnish a real test of the market. Demand, however, continued narrow and whenever anything resembling a decent supply of ewes did show up, weakness set in the market.

K. H. Kittoe.

Your Problem and Mine

(Continued from page 34)

things that sounded good because they flattened our thoughts but which were unsound and led to destruction. We have tried to help an ungrateful world, full of greed for that which we have and also full of hate because of it. We have looked upon the markets of this world very much in the light of the horse or the cow to whom the grass is always greener in the other pasture. We have forgotten the old fable of the dog, the bone and the reflection in the water. But we have had an awakening. We have been putting our house in order and those who cry most for leadership have failed to recognize the fact that there has been leadership—leadership which has kept a rocking boat from over turning, a leadership which today faces the world for you and me as being practically the only major country whose resources are intact, whose currency has not been depreciated and who has faced a tremendous liquidation under the most adverse conditions in an orderly manner.

I am reminded as I see the great buildings of our cities, the millions of automobiles riding roads such as no nation has, the aerials one sees on all sides representative of a radio within a home, the fact that last year we, as a nation, spent in automobile licenses and gasoline tax, etc., the tremendous sum of over one billion six hundred million dollars, an enormous sum in any man's country, such a sum as only could be burned up in this country, and indicative of the fact that here we can, amongst ourselves, have a prosperity of such propor-

tion that it is almost time we realized that that's where our bacon hangs.

Goodbye, good luck. I am sorry I am not with you personally. May I convey to those of you whom I have met and know my personal greetings and may I say to all of you that I hope my rain check still is good for some other time when the demands upon me are just a little bit less tense than they are at the moment.

Further Discussion of Wool Marketing Problems

(Continued from page 22)

ferent ranges, and there is a difference of shrinkage in the wool on the two different ranges. I suppose that wool would go in two different lines. If one line was sold before the other, would we have to wait until all the wool was sold?

MR. WILSON: If it is in two different lines, as soon as the one line is sold the returns would be made right away.

MR. CHRISTENSEN: When the wool goes to Boston we receive a letter from the Corporation giving the general character of the wool and the estimated shrink. In case we feel there might be some error, would there be some way of making a check?

MR. WILSON: We frequently reappraise those wools. I can't say off hand but I know we have re-appraised a great deal of wool in Boston and have sent out amounts varying from one-half cent to as much as two cents a pound as additional advance. With regard to the test that is made, I am going to let Mr. Draper answer.

MR. DRAPER: I would like to tell Mr. Christensen about that. When the wool gets to Boston, as Mr. Wilson has told you, there are at least three, and generally five individuals that appraise 10 per cent of each lot and we keep our own individual figures. In addition to that, we have hundreds and thousands of tests. The tests occur in this way: We will say there are 700,000 pounds in a particular line. A manufacturer is interested. He will take 10 per cent of that line, many times, to see how it fits his needs and to get a shrinkage test. We are close enough in touch with those manufacturers to have those actual shrinkage tests reported back to us, and we compare those tests with our average estimates as we go along. We really do have, in addition to the human element, an actual machine test on most of the wool that we sell.

MR. WILSON: Let me go a step farther than that. Thirty million pounds of our wool is sold in the form of tops, and if you want to get a real test on shrinkage, just comb the wool into tops and that is the only way you can get the real shrinkage of wool.

MR. JOHNSON: I represent the Uintah Farm Bureau, with a production of 800,000 or more pounds of wool. We have some

500 shippers. We have shipped in the last two years with very great satisfaction, I think, to our producers. About a month ago we received the returns for the 1930 pool. According to our agreement, this was very carefully graded. Every one of these small lots was separated into six or eight different grades. We feel that we have something to be very proud of. From the very time that a dollar's worth of wool was sold we began to draw interest on that dollar, which was very pleasing; and we went in and showed the farmers what they were getting.

From the time we started to sign up the wool people said, "If there is anything left it will be eaten up with storage and interest." We have gone over that very carefully and we find that the storage and interest do not amount to anything. It seems as though on a quantity of ten bags, there is only 63 cents or 65 cents—or something less than a dollar—storage and interest charges.

I think that it is only due to the men who are handling our pool and taking care of it, to tell some of these things that we have found, just as has been explained here. The only complaint we have today is the long wait we have for our money, but that can be overcome, I am sure.

There is nothing like cooperation, and I am sure the people of our section are very anxious for its success. If we could only get our money a little sooner, because we just can't wait under these trying times, I am sure we would be well pleased with the results from our dealings with the National.

MR. WILSON: I want to thank Mr. Johnson, and I want to say to him that for 1932 we are going to work out some system—I don't know what system it will be—but we will work out some system whereby we can get this money back to the grower quickly.

MR. ESPLIN: At the Agricultural College we have offered service for four or five years in relation to shrinkage. In our various conventions we have talked on shrinkage and I happen to know some of the problems in relation to that; in offering this service we do not feel that we have the last word, but we do have a little better, probably, than our own estimate of the shrinkage of wool, and we have a good many people sending us samples and comparing them with others. In relation to the last year's reports on shrinkage there is quite a wide difference. The samples that we have had to handle in our laboratory show considerable less shrinkage than in the fine wools of Utah.

MR. DRAPER: You take a small sample of wool—maybe two, three or five pounds—that you draw from your clip and send it in for analysis, and the return that you get on that is valueless. It is no good to you. When you have your wool sold to a manufacturer they shrink the whole thing. They don't shrink just the nice bit that you

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select which came from the shoulder, where the best wool of the sheep grows, but the whole thing is shrunk by the manufacturer—the flanks and every single part of it—and you get a shrinkage test that means something. It isn't any good when you take a small sample. You mustn't draw any conclusion from such a test. In the old days in the wool business in Boston, the concern that I used to be with used to make a practice of scouring thousands of small samples in a year's time to try to see if we couldn't arrive at some way of sending small samples and getting some real authentic value of the clip.

MR. PHILBRICK (*Idaho*): I just want to say a word on the matter of shrinkage. Several years ago we were not satisfied with the shrinkage that independent dealers told us we put on our own wool, so we had some samples scoured. They varied to some extent and were much better, or at least the shrinkage was much less than independent buyers had told us that our wool should shrink. So in order to get a better test we had entire bags, or a whole bag of thirty-three to thirty-five fleeces tested, and we found that the shrinkage was a good deal more, even though we tried to select the small sample fairly, and we also found that there was from 2 to 3½ per cent difference in the shrinkage in the bag selected even under the same shearing.

PRESIDENT HAGENBARTH: To put a final clinch on that: I just came back from Washington where final regulations were written for administering the tariff act on wool in the United States. The government has made a very careful study on that and it has found that there has been a very exhaustive experiment made in England on Australian wools, and they found that there was a decided variation between the bales contained in any particular lot with respect to shrinkage. Those bales run up to 900 pounds. Some of the South American wools are also added. They took the bales themselves and took the fleeces out of the bale and they found a variation of from 4 to 5 per cent in the fleeces in the same bale. So it is manifestly necessary to take a rather large sample to arrive at a very accurate result. That was a very authoritative test. That was a very difficult question in small quantities, and as Mr. Wilson says the top is the only perfect way we have. When it is proposed to take samples of wools they are at a loss to know how to take those samples.

A MEMBER: Just one question: I sent my wool to the Corporation in 1930 and 1931. Last year one of my neighbors went down to Boston and he has found it is a mistake for wool growers to tramp their sacks of wool. He said he had found there were sales made in the original bags and if they did not weigh over 150 pounds they were at an advantage down there. The hauling is something to us out here and we have always tramped in all that we could.

MR. DRAPER: May I say that it is true that many sales are made in the original bags instead of being taken out and graded and it really is an advantage if you haven't tramped that wool for all it is worth in that bag. You will make more money by buying a few more bags. I don't mean to have a sloppy looking bag. We don't like a bag that won't stand up, either.

A MEMBER: How many pounds should be put in a bag?

MR. DRAPER: What kind of wool?

SAME MEMBER: It is from southern Idaho.

MR. DRAPER: It is mostly fine wool. I am going to make a guess that as near as you can come to 300 pounds is all right; but if you put 350 or 375 pounds in them to save buying a few more bags it stands to reason that when you get that wool out of the bags it never has the nice, fluffy appearance as though you had just bought a few more bags.

MR. NELSON: I am not arising here as a matter of criticism. I wonder if the sheepmen realize what this marketing association has done for us. If I never get another dime—I have about 150,000 pounds of wool still in the hands of the Marketing Association—I feel that I have been benefitted very much from the fact that they have been in existence and have stabilized the market.

(Applause.)

PRESIDENT HAGENBARTH: I think you are right.

Any further comments or questions?

MR. WILSON: Just one more statement.

I want to again remind you gentlemen that this is your business. Any time you want any information; any time that you have any suggestions relative to the way the business should be handled, please write us. We want to hear from you. Come down to Boston and see us, and feel perfectly free to criticize us about anything at all. We are human and will still make mistakes, but remember that it is your own business, and with your cooperation and support we should be able to accomplish all the worthwhile things that you desire to accomplish. I'll tell you it is going to make me feel a great deal happier to go back to Boston feeling and reporting to our Executive Committee that the feeling in the West is so good and that I believe the National is going to grow and continue to grow so long as the people in the West have the feeling that has been expressed from this floor today, and I want to thank the various gentlemen for their kindly expressions.

(Applause.)

Around the Range Country

(Continued from page 12)

Lewiston

It has been windy and cold here (February 29). We just started to lamb on the 27th and can't estimate what results we will have. We have no range here and feed our sheep grain on our own place.

A lot of coyotes have been bothering the sheep this year.

E. F. Anderline.

Nevada

Unseasonably cold weather, general, deep and continuous snow cover which was crusted over extensive areas, have been hard on livestock and feeding was as heavy generally as possible, limited only by finances and the accessibility of the flocks; at that livestock suffered steady shrinkages, and numerous losses have been reported. In some important sections feed is becoming scarce; and mild, open weather and ranges are earnestly hoped for at an early date. The snow cover diminished noticeably in the last few days of the month. A few animals have been turned onto the lower range, where browse and new grasses are becoming available.

Utah

Deep snow cover practically throughout the state and during the entire month, together with excessively cold weather, was very hard on livestock, necessitating feeding wherever possible. Even so, the losses have been steady and considerable in all sections of the state, and the condition of animals is mostly poor or only fair, with prospects of further heavy losses unless mild, open weather prevails in March. The last week of February was milder and more favorable, giving stockmen some hope, especially since the snow cover has been greatly reduced in western counties.

Parowan

February has been a very poor month for the stockmen: no feed on the range and no hay to feed, with lots of snow and cold weather. I think about 35 per cent of the range sheep are being fed.

Shed lambing is just commencing and it is too early to say what the outcome will be. The number of ewes to lamb will be under that of 1931 by 25 per cent.

Grazing on the public domain, in my opinion, has fallen off in recent years, and it seems to me that it would be better if it were put under the control of the Forest Service.

Coyotes are not so numerous; the snow is too deep for them to get around.

L. J. Adams.

Colorado

Snow cover which was more or less general and persistent in duration, was hard on livestock especially since the weather was abnormally cold. Later in the month the snow cover disappeared over the eastern portion of the state and grass was greening, though moisture was needed to provide the best growth. These conditions were favorable on livestock; but in western counties the snow cover persisted, and livestock did not fare so well. The snow was crusted, and heavy livestock feeding was necessary in many sections. A considerable movement of livestock was reported from southeastern counties.

Olathe

Feed conditions on the winter range have been very poor, altogether too much crusted snow. About one-third of the sheep are being fed hay (\$7.50 a ton in the stack) and two-thirds of the sheep on the range are getting corn or cake.

Owing to the fact that the ewes are all very much below the average in condition, the lamb crop will probably be 10 per cent under that of last year.

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I think that the grazing on the public domain has gone down in recent years, due in large part to overcrowding, and believe, along with most of the other stockmen of this vicinity that the Forest Service should handle it.

Dean C. Allison.

Hotchkiss

We have been having sub-zero weather here (February 21) and very poor feed conditions. There is very little grass on the winter range and all of the range sheep, with possibly one or two exceptions, are being fed. Hay is costing from \$10 to \$12 a ton.

Lease rates for private lands have been lowered somewhat. Nothing much is said around here about what should be done with the government lands; it is evident, however, that they have been deteriorating in recent years.

Coyotes are causing more trouble than usual. I think the heavier winter has brought more of them down.

Ross W. Allen.

Dolores

Feed on the open range is extra short (February 2) and the weather is cold and stormy. Snow has been the deepest in years and sheep can't get anything but the coarsest of feed. All of them are being fed grain or cottonseed cake. Baled hay is costing \$20 a ton.

Nothing very much has been done to control the coyotes around here and they are quite troublesome.

The public domain has been overstocked. Opinion here is against any change in the way it is handled.

Merwyn Akin.

New Mexico

Temperatures have been comparatively mild most of the time, and the snow cover gradually disappeared except over the northern and especially the northwestern portion, where livestock have continued to suffer more or less. Elsewhere, livestock and range conditions have been fairly good. New grass and

fresh browse have been showing over southern and middle counties, and in the last week or ten days livestock have improved in condition.

Arizona

Only a little cold weather early in the month held livestock in check, but later milder weather with plenty of moisture was good for livestock and ranges generally, only the more elevated sections under snow cover continuing unfavorable for livestock. Water supplies have been abundant everywhere; and vegetation in the warmer part of the state has developed satisfactorily, and promises good early forage. Fortunately over the northern counties where the snow cover has been general, livestock have held up remarkably well.

Mesa

A good deal of rain has fallen in the Salt River Valley and green feed is now (February 24) plentiful. All

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coyotes at all. Government trappers and privately owned dogs keep them pretty well cleaned up.

J. S. Allen.

Sanderson

We have had plenty of rains, especially fine during the past ten days (February 26), and weeds are coming along fine. Stock generally wintered with but little feeding, all of them using the range.

An 80 per cent crop is the report at this time from the early lambing. The usual number of ewes are being lambed this year.

The men who use leased land are paying 50 per cent of the rate in cash and the balance by note.

Fewer coyotes are to be found, around here, due to the work of government trappers.

R. N. Allen.

Junction

After eleven days of mist and rain, feed is good (February 27), and though stock have shrunk, they are doing fine now. The winter range has been above the average, but in most places it is overstocked. Very few sheep are being fed, not enough to count.

Lambing will be about on the same scale as in 1931. There has been more early lambing, however, than ever before, with pretty heavy losses in some instances.

The rate for leasing privately owned lands has been cut by 10 or 15 per cent and in some instances the leases have not been paid in full.

We do not have any coyotes, having eliminated them at a very great expense to ourselves.

L. R. Allen.

Christoval

It was warm with light rainfalls until February 14, then it turned cool with continued rains, and to date (the 22nd) there has been $2\frac{1}{2}$ inches of rain, but no ice so far.

Sheep range has been good, but it was rather short for cattle. The weeds and grass are feeding the sheep nicely. Mesquite grass is growing for the first time in thirty years, if ever

before, at this season. A small number of the old ewes are being fed, but it is not necessary to feed the others, and if the weather does not turn any colder, we will have good feed in a short time.

Some of the men are through with their early lambing and report good results. All of it, except the registered flocks, is done out of doors and the weather was very mild in January and thus far in February.

There are no public lands in this section; private lands are being leased at rates reduced by about 30 per cent, or from 75 cents to 50 or 60 cents an acre.

All of the coyotes and other predatory animals have been killed in this section, accomplished by private effort with the help of the Biological Survey. The work is still going on in other sections of the state, financed by the federal, state and county governments carrying half the expense and the ranchmen the other half. The campaign is proving very effective.

S. N. Allen.

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